

THE NATIONAL PROVISIONER

PUBLISHED EVERY SATURDAY

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ENTERED AT NEW YORK AT SECOND-CLASS RATES.

Vol. XXXIV.

New York and Chicago, March 3, 1906.

No. 9.

ARMOUR FIRE AT PHILADELPHIA.

Fire caused on Thursday by the explosion of a gas stove damaged the branch house of Armour & Company, at American and Norris streets, Philadelphia. The loss is estimated at \$45,000. There was a big stock of dressed meats and provisions.

DOLD GETS ARMY CONTRACT.

The war department has ordered a big consignment of bacon for shipment to the Philippines from the Jacob Dold Packing Company at Buffalo, N. Y. It is said this is about the first big government contract given to Buffalo since government inspection was established there.

MORE OLEO ARRESTS MADE.

Additional arrests by government revenue agents of butter dealers who are charged with selling oleomargarine as butter, without paying the government tax, were made this week. The principal one was that of George Schmidt, alias Smith, of the White Front Creamery, Toledo, O., where nearly 2,000 lbs. of alleged butter was seized.

PURE FOOD IN THE HOUSE.

Since the passage of the Heyburn food bill by the Senate, interest centers in the House of Representatives, where the companion bill is still in committee. Committee hearings have been going on for two weeks or more, and both the Wiley faddists and the advocates of the Lannen measure have made arguments. The House committee appears to be willing to modify the bill so as to make the control of the Wiley bureau over the country's food traffic less autocratic, but the Wiley lobby objects, and the matter is still pending.

FOWLER'S BODY BURIED AT SEA.

The body of Anderson Fowler, the former packinghouse magnate, who died at Naples on Feb. 9, was buried at sea while being brought to New York for burial on the steamer Carpathia. The widow was the only member of the family present. The body had been embalmed at Naples and the relatives were awaiting its arrival to give it fitting burial here. On the arrival of the Carpathia they were surprised to learn that the remains had been consigned to the waves while in midocean. The ship's officers explained that the embalming had been imperfectly done, and that such action was necessary.

EFFECT OF NEW GERMAN TARIFF AGREEMENT

Since the adoption by the German government of a bill extending to the United States for the next sixteen months the so-called "preferential" rates of her new tariff law, there has been much talk in this country of a "tariff victory" for the United States. The impression also appears to have been prevalent that we are to continue for the next 16 months under the same arrangements as previously.

This is not the case. Instead of paying the old rates of duty, American exports pay new rates under preferential German tariff. These new "preferred" rates are in most cases an increase over the old duties, though not always so high as the new general tariff. In some cases they are identical with the general tariff, however. In any event, the arrangement continues only until July 1, 1907, giving time for an agreement upon a permanent basis.

The present situation is reflected in the following table of old and new rates on certain exports, per 100 lbs.:

	Old Rate.	New preferential rate now in force.	New general tariff.
Bacon	\$2.16	*	3.89
Compound lard.....	1.08	*	1.35
Lard and oleo oil....	1.08	1.08	1.35
Fresh meat.....	1.62	2.91	4.86
Meat simply preparedA	1.84	3.78	6.48
Meat extracts.....	2.16	*	3.24
Oleomargarine	1.73	2.16	3.24
Sausage	1.84	4.32	7.56
Tallow .....	.22	*	.27
Cottonseed oil.....	1.10	*	1.37½
Butter	1.10	2.20	3.30

A.—Boned meat, including tongues and hams and shoulders, pickled or smoked, must pay a surtax of 20 per cent.; boned meat and tongue a surtax of 10 per cent. Hams and shoulders pay no surtax.

*Where no preferential rate is given, the general rate applies.

It must also be remembered that the German laws continue to exclude American live cattle, fresh beef, canned meats and sausage, and that German inspection laws on other meats, which have been so obnoxious and are practically prohibitory, are still in force.

The Cottonseed Oil Situation.

The following correspondence regarding the German tariff on cottonseed oil should be of interest to all shippers of that commodity. The first letter is from a refiner; the second the reply of The National Provisioner:

To The National Provisioner: We will appreciate it if you will give us some infor-

mation in reference to the provisions of the new German tariff. We understand that the duty on cotton oils under the old tariff was equivalent to \$2.38 per 100 kilos and the duty was advanced about 25 per cent. under the new tariff, but that it has been decided to continue the old duty for 16 months, after March 1, 1906. It is our further understanding that the new tariff does not provide for a mixed duty when it goes into effect, but that there are minimum and maximum duties to be imposed at the discretion of some legislative body, officials, etc.

Kindly advise if our understanding in this is correct, and if so we would appreciate it if you would give us some information as to the minimum and maximum duties.

Following is a copy of the reply:

New York, March 1, 1906.

Gentlemen: Replying to yours of the 27th ult., with reference to the German tariff on cottonseed oil, we beg to say: The old tariff on cottonseed oil was \$10 per hundred kilos; on cottonseed oil denaturated it was \$4. Under the new tariff, which goes into effect to-day, the tariff on the former is \$12.50, and on the latter \$5. You are mistaken about the old duty being continued for sixteen months, but you are in line with this common impression which we are correcting in an editorial to appear in our current issue.

The facts in the case are that the new German tariff goes into effect to-day and that the figures in your case are \$12.50 and \$5 as stated, and there are no countries which may get a lower rate than this by treaty or otherwise under the German law as it now stands. On many other products the Germans have a high and low tariff, giving the latter, or "preference," to such countries as make the reciprocal treaties with them. What has recently been decided between the two governments is that the United States is to have this low (new) tariff for sixteen months the same as if we had signed a commercial treaty with them. You will see from this that what they have done is not to give us the old duty, but to put us on the same plane as commercial treaty nations and give us the lowest tariff under the new rates which are going into effect to-day.

In the case of cottonseed oil there is no high and low duty, but simply one fixed figure, and all nations pay that regardless of whether they make a treaty or not, so you will see that you have to pay the new tariff commencing to-day and that the sixteen months arrangement does not affect you, nor will any treaty which we make after that time give any reduction on the rate for cottonseed oil, as we will now be getting the lowest rate which the German law will allow regardless of a treaty.

If you desire to reduce the figures to American terms we give them to you.

Old tariff cottonseed oil, \$1.10 per hundred pounds.

Old tariff cottonseed oil, denaturated, 44c. per hundred pounds.

New tariff cottonseed oil, \$1.37½ hundred pounds.
New tariff cottonseed oil, denaturated, 55c. per hundred pounds.

We trust the foregoing will give you the complete information you desire.
Yours very truly,
THE NATIONAL PROVISIONER.

PACKERS' IMMUNITY HEARING NEARS CLOSE

The hearing of the immunity phase of the government's case against the packers at Chicago is nearing a close. After keeping Commissioner Garfield on the stand for nearly a week and making it very uncomfortable for him, the packers' lawyers let him off. The government followed with its remaining witnesses in an attempt to set a "back-fire" claim of bad faith on the packers' part, to counterbalance the showing the packers had made of bad faith on the part of the government.

After denying in his direct examination statements made by packers and their representatives as to promises he had made, Commissioner Garfield was compelled to admit several things under cross-examination which contradicted his own direct testimony. The packers' array of counsel took turns frying Mr. Garfield on the griddle. In the very first hour of cross-examination last week attorney Hynes made him admit that his statements of the previous Tuesday concerning conversations with Edward Morris were wrong.

But the most important admissions elicited were concerning the collusion between his department and the Department of Justice in prosecuting the packers. Very reluctantly Mr. Garfield admitted turning over to Attorney General Moody and his assistants matter he had collected in his investigation of the packers' business. But this confession was overshadowed by a later admission made by Mr. Garfield that he had changed his orders to his agents about getting voluntary testimony from the packers when he found they might claim immunity.

Admission of Collusion.

A few minutes after Mr. Garfield admitted his conferences with the head of the Department of Justice, at which he turned over information on the packing industry, the packers' attorneys scored what they considered an even more vital point respecting the alleged mutual understanding between Mr. Moody and Mr. Garfield. During a bombardment of interrogatories from Mr. Hynes Mr. Garfield admitted that a few days after his conference with Mr. Moody in January, 1905, he changed the form of the letters addressed to the packers, eliminating all references to the powers of his Department. He did this, it was subsequently shown, "because of the matters pending in the Department of Justice."

A moment later Mr. Garfield admitted that he still had in his possession the original draft of the letter that was made before the conference with Mr. Moody. Mr. Hynes asked him to produce it. District Attorney Morrison raised a strenuous objection, insisting vigorously that the letter should not be permitted in the hands of the jury since it was not written to any of the defendants and was not the same letter that was finally sent to the packers. The court finally ruled that it would be produced, together with a letter explaining the change.

The explanatory letter was written by Mr. Garfield in January, 1905, and was ad-

dressed to Mr. Durand, in Chicago. The important part of this letter was discovered after the "P. S." at the bottom of the page. This paragraph reads as follows:

"I have modified the form of the letters addressed to the various companies, eliminating the reference to the compulsory power of the Commissioner, for the reason that all information thus far obtained has been voluntarily given. Because of the matters pending in the Department of Justice in relation to the injunction cases, as you will understand, we are avoiding the use of the compulsory process in matters connected with that case."

Strong Link in the Chain.

This letter, counsel for the packers hold, is the strongest link in the chain of evidence in support of the immunity plea. From this the argument will be made that Mr. Garfield must have been advised by Attorney General Moody that the packers were to be prosecuted and that in the future any suggestion of immunity should be eliminated by basing the investigation on voluntary offerings by the packers.

If this contention is sustained, it is asserted, not only will the bad faith of the Government be shown but also the alleged mutual understanding between the Department of Commerce and the Department of Justice at the time professions to the contrary were being made to the packers in Chicago by the Government agents.

After the packers' lawyers had finished "grilling" Mr. Garfield the government attorney took him in hand again and caused him once more to question the veracity of most of the packers' witnesses with a series of "I did not" and "He did not" answers. Thereafter Mr. Garfield was permitted to return to Washington, where he was needed to help get appropriations from Congress for his department.

Commissioner Garfield's chief special agent, E. Dana Durand, was recalled to the stand by the government, also for the purpose of impugning the veracity of packers' witnesses. He added to the category of denials.

The packers scored another point during the week when Judge Humphrey decided that the government could not introduce letters passing between Garfield and his agents tending to refute the charge of bad faith made by the packers. The government attorney tried hard to get these letters in, but the court ruled they were not admissible, as the packers had not seen them.

S. & S. ANNUAL MEETING.

The annual stockholders' meeting of the Schwartzschild & Sulzberger Company was held Tuesday at the general offices of the company in New York. Almost the entire stock issue, which is closely held, was represented at the meeting. The financial statement showed a surplus largely increased over that of a year ago. It was decided to increase the board of directors from seven to nine, and the following board was elected:

Ferdinand Sulzberger, M. J. Sulzberger, Fred Joseph, Jesse N. Sulzberger, N. Grabenheimer, Sigmund Grabenheimer, M. H. Joseph, G. F. Sulzberger and Samuel Grabenheimer. The last three are new members of the board.

The election of officers for the ensuing year resulted as follows: President, Ferdinand Sulzberger; vice-president and treasurer, M. J. Sulzberger; vice-president, Fred Joseph; secretary, Jesse N. Sulzberger; assistant secretary, N. Grabenheimer. Jesse N. Sulzberger succeeds Samuel Weil, who retired from business last year, as secretary. Reports of officers showed that a great amount of new construction of plants and branch houses had taken place during the past year, including material additions to the Chicago and Kansas City plants and a score or more of new branch houses all over the country. Improvements are also contemplated at the New York plant.

WANTS CANADIAN PACKERS.

Canadian packers are still engaged in a controversy with Canadian farmers over the scarcity of the Canadian hog supply, which has cut down packing operations since the agrarian element succeeded in inducing the government to put up the bars against the importation of American hogs, even when bonded for export. The farmers' claim that the conversion of American hogs into "Canadian" bacon for export resulted in harm to the reputation of the Canadian product is denied by the packers, as is the claim that they have not paid enough for hogs to make hog-raising profitable for the Canadians. This is the excuse the latter put forward for their apathy in hog breeding and the short supply of the Canadian porkers available.

In the meantime Kentucky packing and commercial interests propose to profit by the situation. They contend that Kentucky and Tennessee hogs are equal in every way to the export bacon requirements, and that they approximate more nearly to the Canadian breed than any other "States" hog. They offer the Canadian packers an unlimited supply of material for their purposes, and all the latter have to do to obviate the effect of the government boycott order is to move their plants to Kentucky.

They mean business, too, as is evidenced by a resolution adopted recently by the Louisville Commercial Club at the instance of President Rush C. Watkins, of the Kentucky Packing and Provision Company. They will try to do some effective missionary work among the dissatisfied Canadian packers. The resolution, which has already been followed up by opening communications with the Canadians, is as follows:

Whereas, The Canadian government has excluded the importation of the American hog into Canada, either for breeding or packing purposes, and such action has caused many large packers to discontinue operation, and the Kentucky and Tennessee hog being so near the quality of the Canadian, which is required in the English export trade; therefore, be it

Resolved, That this club invite to Louisville any of the Canadian packers who desire to move their business, and that we make known to them, through our secretary, the many advantages of Louisville as a manufacturing city.

Business openings and chances to make profitable investments are offered through the "Wanted and For Sale" department, page 48.

THE PACKERS AND THE PEOPLE

By J. Ogden Armour.*

The public prejudice against the packer is more than popular—it is almost universal. In my opinion, this prejudice is inevitable, and will always continue *without regard to the manner in which the packing business is conducted*. This is because the packer deals in a food product of universal and extensive use—a food which furnishes the *basis of living* instead of being a small and only a comparatively incidental part thereof. In the very nature of things the prices of meats are bound to rise rather than lower; the contraction of the range, as I have already explained, is sure to continue and also sure to increase the cost of producing beef; the price of corn lands is steadily and inevitably rising, and this, also, means the increased cost of raising and feeding meat animals of all kinds.

Of course the consumer does not naturally take all this into consideration when he goes into the retail market to buy his meat; he only recalls that the price he is paying is higher than he used to pay, and so he damns the packer and lets it go at that. It is a perfectly safe thing to do.

I do not remember a time when the retail prices of meats were satisfactory to the consumer and I do not believe any one else does. The cost always seemed too great to the consumer—even when it represented, as it sometimes has, a direct loss to the packer. Again, we shall miss something essential to the understanding of the packers' secure position in the disregard of the public if we fail to take account of one point of human nature; the fact that there is, in every person who goes to market, a sense of rebellion against the fact that certain things *must be bought*—and bought practically every day. Compulsion in anything is not pleasant, and there is no joy in buying something that *has to be bought* to prevent the pangs of hunger.

Consequently, there is, universally, a feeling of resentment against the necessity of such expenditures. Those purchases which give pleasure are not the basic necessities of life; they are the luxuries, or at least the finer comforts. And it is human nature to think how many of these coveted things could be bought with the *money* which must be paid out for meat and the other articles of food. Thus, the daily meat bill seems to stand constantly between the consumer and some coveted comfort, some article of beauty, some greatly-desired luxury or pleasure. And because it does so stand—so far as the feelings of the purchaser are concerned—it provokes an unreasonable resentment of which the packer is invariably the convenient target.

Ripe Field for the Agitator.

All of this, to my mind, is something inherent in the situation which exists independent of the manner in which the packers conduct their business and will exist without regard to how they may conduct it in the future. And this feeling is *always there to be appealed to by the agitator*. It makes persons of the fairest intent and of the best training and environment the ready victims of violent and shocking prejudice against the packers. And one of the most pitiable features of the matter is that the individuals who thus yield themselves to this prejudice

are wholly sincere. Their attitude is impersonal; they have no personal relations with or knowledge of any of the packers; they are simply made receptive, by the general trait of human nature of which I have spoken, to the falsehoods and misrepresentations put out by the yellow magazines and the public speakers who live on this kind of sensationalism.

The bitterness and the venom of their feeling against the packers is not generally realized. One way in which it is brought directly to the packer is by means of denunciatory letters from persons who are strangers to the packers receiving the epistles. From the mass of these I select one as representative of the extremes to which the cunning and long-continued campaign of prejudice-building against the packers will move a man from whom one might naturally expect fairness and consideration. This letter is from a minister of the Gospel, the pastor of the First Presbyterian Church in a thriving and prosperous city of Michigan. This minister of the Gospel is wholly a stranger to me, and I do not believe that we have ever come in contact with each other, no matter how remotely. There is, therefore, no personal reason for his rancor. But here is the letter:

A Sample of Misguided Rancor.

I am writing to inquire whether it pays, in your judgment, to come into the possession of millions by the methods of the sneak and the wrecker? To say nothing of the faring awaiting such a robber in the world to come, it seems to me the contempt and bitter execration of millions of one's fellowmen can scarcely be atoned for by the possession of great wealth. When Marshall Field died the other day the entire country mourned. No one denied his right to the millions he had amassed honorably. But were you to pass away to-morrow the news would be received with general satisfaction from one end of the country to the other. No business besides your own would suspend operations for an hour. It should be a bitter thing for you to realize the loathing and detestation in which you are held in every place where your unfair, small-souled, cruel methods are becoming known. It is the hope and prayer of a great many that the courts will send behind the bars for some of the *crimes with which you are charged*. Degenerates can feel the stigma conferred by the penitentiary who are insensible to the blights of moral condemnation. But consider Depew, Herrick, Odell and Cox, who are now suffering from the recoil of the public conscience. I give you a text—See Matthew 23: 29-36.

Is not this a most unnatural letter from a minister of the Christian religion to write a stranger? Would you sit down and put upon paper such an expression of hatred against an avowed enemy? I think not! A man to do this without any personal provocation whatever shows that his mind has been powerfully wrought upon—persistently and systematically warped through a cunning appeal to his prejudice—and this is generally cloaked under the disguise of an appeal to conscience.

I assert my profound belief that a letter of this kind from such a source would be absolutely an impossibility without such a campaign of persistent misrepresentation and or-

ganized vilification as that to which the packers have for years been subjected. Think of the occupant of a Christian pulpit, in this enlightened day, going out of his way to write a stranger a letter of such studied venom, rankling with a hatred that would have done justice to a barbaric Highland clansman, in the old days, expressing his contempt of a feudal enemy! And yet I have no doubt that, personally, this Christian pastor is a kindly man who really loves justice and delights in doing good.

How False Sentiment is Made.

To me he is simply an example of the absurd extremes to which this propaganda of slander against the packers has warped the judgment and the sentiment of thousands of the best people in the country. Because, as I have said, a compulsory expenditure for a hard-and-fast necessity naturally creates a kind of latent sentiment, the slanders of the magazines and periodicals have found an acceptance otherwise impossible; they have persisted and increased because it was found that the people read these charges eagerly—and that they therefore made circulation.

These magazines have shrewdly and skillfully cultivated the impression—so easy to cultivate, for the reason I have explained—that the packers are the natural and inevitable enemies of the people, preying upon them as the wolf preys upon the flock. Only, fully to delineate the character of the packer as it is depicted by the sensational magazine, the wolf should be a double-headed monster, with one set of jaws busy hamstringing the cattle-man while the other is closed upon the throat of the consumer.

Letters of the kind I have cited are the legitimate fruit of such a sowing as the sensational publications have indulged in; that actual violence does not follow is no fault of the most radical of these publications who are not looking for the facts from which to lead their readers to a fair conclusion. Do you think that this conclusion is not warranted? Then let me assure you that I have received, through the United States mails, a typewritten letter without place or date, addressed to myself and reading as follows:

We have been reading about you and your kind of commercial tyrants in ——. We would think that you tyrants and ——— ought to get tired from your continuous gorging upon the sweat and blood of the people of the nation. What are you ——— and ——— aiming at, anyway. What are your ultimate objects? Have you not got enough of this world's goods already? Are you pirates seeking to enslave the people? Why not commence to be men with human hearts and try to be fair and just?

We feel that the authorities at Washington are going to clip your cruel claws very shortly, but we also feel that personal punishment and a little terror on the Russian plan will in a large measure aid in accomplishing effectively the work in hand. We have therefore, organized ourselves into a VIGILANCE COMMITTEE for the PUBLIC SAFETY, and propose to use dynamite and assassination to help suppressing you commercial vultures of the nation. We propose to be fair and just in our operations, and all accused tyrants will be justly tried before our tribunal, and if found guilty and sentenced to death, the condemned will be duly notified of the penalty they are to pay, and which punishment cannot be escaped; if not to-day then to-morrow. This is the plan which has been so successfully in operation in the execution of the Russian political tyrants by the Committee of Public Safety there.

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We beg to notify you that you have been tried by our tribunal, and your death decreed. **PREPARE FOR THE INEVITABLE!** You may temporarily avoid the execution of this sentence, but your time will shortly come. Our officer who has been appointed to execute this sentence has already been appointed, and you may be assured that he is prepared to sacrifice his life in such a worthy cause. The game is worth it.

THE VIGILANCE COMMITTEE FOR THE PUBLIC SAFETY.

This letter indicates upon its face that it has been brought out by the magazine attacks upon the packers. It speaks for itself in that particular. The only comment I care to offer upon it is that it is the natural and legitimate outcome of the wanton agitation to which the packing industry and the private car line industry have been subjected.

Those Throttled Railroads.

Another popular method of inciting prejudice against the packers is to represent them as throttling the railroads of the country and forcing unfairly low freight rates on dressed meats and packinghouse products. Some railroad officials have encouraged this misrepresentation. At banquets and elsewhere they have tossed off jauntily-worded expressions of rate-making that sound well in the ears of the inexpert and strengthen the belief that "the packers make their own rates."

Mr. A. B. Stickney, president of the Chicago Great Western Railway, has frequently indulged in word-pictures of the poor, trembling railroads in the clutches of the voracious packers. One of his most often-quoted statements runs as follows:

"In fixing the rate on dressed meat we" (the railroads, I presume) "don't have very much to say. The packer generally makes the rate. He comes to you and always makes you feel that he is your friend. Then he asks how much you charge for a certain shipment of dressed meats. The published tariff may be twenty-three cents a hundred, but he will not pay that. You say to him: 'I'll carry your meat for eighteen cents.' He says: 'Oh, no, you won't; I won't pay that!' Then you say: 'Well, what will you pay for it?' He then replies: 'I can get it hauled for sixteen cents.' So you haul it for sixteen cents."

That sounds convincing; to the average reader or listener it appears to be a freshly-written, undried page out of the every-day experience of a railroad manager, and sounds as if it might be a verbatim report of what took place only the day before in Mr. Stickney's office. Now, what are the facts?

The rate on dressed meats from Missouri River points—Kansas City, Omaha, St. Joseph and Sioux City—to Chicago is twenty cents a hundred and eighteen and a half cents on through business. That was the rate when Mr. Stickney made the statement quoted above. It had been the rate for more than three years. It will continue to be the rate for more than three years longer. That rate was fixed by a formal legal contract between Mr. Stickney's road, the Chicago Great Western, and the Missouri River packers—a contract executed in the summer of 1902 and made binding for seven years.

And Mr. Stickney was so well pleased with that contract that he made execution of it the occasion of a circular letter to the Great Western stockholders, in which he explained

(and almost boasted of) *what a good bargain the railroad had driven with the packers*—a bargain that meant an advance of fifteen per cent. over rates previously prevailing, and that meant a fifty per cent. increase in the railroad's net earnings. Mr. Stickney also made it appear in his circular that the new rate was as high a rate, the Great Western believed, as could be justly exacted from the packers, in view of the small margin of profit in the packers' business.

But let Mr. Stickney speak for himself on rates. Here are extracts from that "private and confidential" circular which, as I have said, Mr. Stickney sent to Great Western stockholders under date of August 4, 1902, the italics being mine:

Mr. Stickney's Private Opinion.

"It gives the management pleasure to be able to announce that the company has executed identical contracts with each of the packing companies doing business at Kansas City, St. Joseph, Omaha and Sioux City, by which the packers agree to route over the Chicago Great Western lines at least a certain percentage of the entire output of their plants, at definite rates, for the term of seven years. *The rates are a substantial advance on the rates which have heretofore prevailed.*

"The aggregate revenue which these contracts secure to the Chicago Great Western Railway on the present volume of business is estimated to be \$14,000,000, and, if the business increases as rapidly in the next seven years as in the past, approximately \$20,000,000.

"These contracts cannot be understood without a knowledge of the magnitude of the packing industry. The published report of Swift & Company gives the amount of its sales last year at the enormous sum of \$220,000,000. Presumably its chief competitor, Armour & Company, did substantially as much, and it is probably safe to estimate that the aggregate sales of the other packers amount to enough to make the grand total fully \$700,000,000. More than half of the aggregate business is the output of the plants at the Missouri River cities mentioned, and is affected by the contracts. . . .

"The narrowness of the margin of profits is even more surprising than the magnitude of the transactions. The report of Swift & Company (the only report available) gives the information that, on sales during last year, practically in a retail way, aggregating over \$220,000,000 of perishable commodities requiring the greatest care to guard against serious loss, the entire profits were only about \$3,000,000, or less than 1½ per cent. With such a narrow margin of profit it is easy to see that freight rates are an important factor in the packing-house business. It is estimated that the annual freight bills amount to three times the annual profits. Hence, any increase in the rates which have been established for years, to which the whole business has been adjusted, is a serious matter. . . .

"And the packers being willing to agree to a permanent, substantial advance of more than fifteen per cent., the management felt that its duty to the stockholders demanded that it should accept the opportunity to secure, for a term of years, this substantial advance in rates. Accordingly, it has entered into identical and lawful contracts with each and every packer doing business at Kansas City, St. Joseph, Omaha and Sioux City. . . .

"In consideration of this contract on the part of the railroad, the packers agree to ship over the Chicago Great Western lines in each and every month during the full term of seven years at least a certain percentage of the entire output of their respective packinghouses and of all such packing houses as they, their successors and assigns, may hereafter own or control, and to pay therefor the full published tariff rates, regardless of any lower rates which may be offered by other railway companies.

"These contracts, unlike the 'maximum

rate contracts,' are legal and therefore enforceable in the courts. There is no way by which the other lines can reduce the rate or quantity. It is certainly satisfactory to know that so large a volume of gross revenue, approximately \$1,000,000 per annum, is already secured by contract for the Omaha and Sioux City lines now under construction, as soon as they are completed."

It is instructive to note the difference between Mr. Stickney talking to the general public about freight rates and President Stickney telling his stockholders in a confidential circular what a good bargain he has made with the packers. I have only to add that loose-tongued talk and undigested generalizing by men supposed to speak authoritatively have had much to do with prejudicing the public mind against the packers.

The Smuggled Freight Story.

One of the most flagrant of all the many misrepresentations which have recently appeared in certain magazines is this statement: "Beef is hung up in the refrigerator cars. There is a space beneath on the floor of the car. It has been charged that this space is sometimes crowded full of dressed poultry, eggs, and so on. Poultry and eggs take a high freight rate; but, thus packed, Armour gets them carried for nothing. . . . How much of such business goes on no one knows, but it has been shown to exist in numerous cases."

Nothing could be falsier than this statement. It is untrue in every respect and particular. The older men in the employ of Armour & Company are witnesses to the fact that my father's instructions were most strict on this point; that he guarded against anything of the sort by pointing out both the dishonesty and the foolishness of any practice of that nature. The same precautions against the possibility of that sort of thing on the part of an over-zealous employee have been taken by myself. There is not a man in the shipping department of Armour & Company who does not thoroughly understand that an attempt at such a practice would bring him instant dismissal.

Any person believing that such a thing would be done by any packer can quickly rid his mind of such a notion by going to the freight department of any railroad handling packinghouse business. The roads' inspectors are not only on the platforms from which the cars are loaded, but they have access to the books of account and to the very invoices from which the collections are made from the persons or houses to whom the cars are shipped. The statement is not only utterly false, but it is absurd, and any freight man who knows the actual processes of shipping from a packinghouse will say so. They know that a thing of this kind could not be done without detection and that an attempt to do it would be silly and suicidal.

Packers' Contribution to Economic Progress.

Whenever the people of this country—or any of them—come to cast up their score with the packers, there are some things which cannot in justice be overlooked, although they are so commonplace as to be accepted as a mere matter of course. The packers' contribution to economic progress in the way of by-product utilization has been enormous. It is impossible to realize the extent to which

(Continued on page 37.)

TRADE GLEANINGS.

The plant of the Prentice Tanning Company at Prentice, Wis., was burned on February 20. The loss is \$150,000.

William La Croix is organizing a company for the erection of an abattoir and a 10-ton ice plant at Memphis, Tenn.

The Pittsburg Butchers' and Packers' Supply Company, Pittsburg, Pa., has been incorporated with \$25,000 capital stock.

The Danzeisen Packing Company, of Decatur, Ill., will install a 40-ton refrigerating plant in its packinghouse.

A 5-ton refrigerating plant is to be installed by F. Weimer's Sons in their packinghouse at Wheeling, W. Va.

Charles Lloyd has purchased a piece of land near Sayre, Pa., on which he is to erect a fertilizer plant.

The Union Packing Company, of Salt Lake City, Utah, has been incorporated with a capital stock of \$200,000.

The Nevada Soap and Insecticide Company of Nevada, Mo., has been incorporated with \$10,000 capital stock by H. W. Schambach, H. A. Smith and H. Fred. Birdseye.

A company is being organized with \$100,000 capital stock by John E. Donaldson, for the purpose of establishing a fertilizer factory at Bainbridge, Ga.

A. Allison, H. L. Bowen, Henry Thompson, F. M. Coffee and A. L. Allison have incorporated the Ault Farmers' Live Stock Company, Ault, Colo. The capital stock is \$6,300.

The plant of the American Can Company at Twenty-first and Washington avenue, Philadelphia, Pa., was slightly damaged by fire last week.

The Buell tannery at Waterville, N. Y., has been leased to the Waterville Tanning and Japanning Company, who will make extensive improvements to the plant.

The J. W. Smith Cattle Company, Hennessey, Okla., recently incorporated with \$100,000 capital stock, has been granted a permit to do business in the State of Texas.

The large seed house of the Chickasha Cotton Oil Company at Clinton, Okla., was destroyed by fire on Feb. 23. The damage amounts to around \$20,000.

The branch house of Armour & Company at American and Norris streets, Philadelphia, Pa., was destroyed by fire on March 1. The loss is estimated at \$45,000.

Charles E. Hamill, John T. Fleming and William C. Hartrey have incorporated the James Hedges Company of Chicago, Ill., with a capital stock of \$10,000, for the purpose of manufacturing sausage casings.

The Arrowhead Live Stock Company, of Swallows, Colo., has been incorporated by Francis P. Curtis, H. Alexander Smith and Dunbar F. Carpenter. The capital stock is \$10,000.

J. E. O'Brien, of Omaha, Neb., has been appointed manager of the Cudahy Packing Company's Philadelphia branch, Ninth street and Girard avenue, to succeed D. G. Sabin, resigned.

An effort is in progress to induce a large soap company of Chicago to move to Goshen, Ind., and occupy the plant of the Cosmo Buttermilk Soap Company, which was purchased at a receivers' sale by the bondholders.

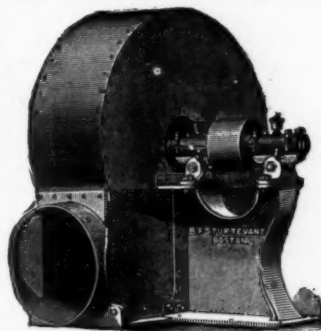
The Major Brothers Packing Company, of Mishawaka, Ind., has filed articles of incorporation, with a capital stock of \$100,000. A. J. Major, Frank T. Major and Frederick Major are the incorporators.

The Royal Trust Company has been appointed receiver for Thayer & Company, manufacturers of soaps and perfumery, at Chicago, Ill. The assets of the firm are placed at \$30,000 with liabilities of \$65,000.

The American Hide and Leather Company will add another story to one of its buildings in Perry street, Lowell, Mass. This addition is being made so as to increase the capacity of the patent leather department.

The Fibered Leather Manufacturing Company has been incorporated in Maine, with a capital stock of \$1,000,000, to deal in leather.

THE COST OF CONVEYING HAIR



is reduced by the use of a Sturtevant Exhaust Fan.

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Designers and Builders of Heating, Ventilating, Drying and Mechanical Draft Apparatus; Fans, Blowers and Exhausters; Steam Engines, Electric Motors and Generating Sets; Fuel Economizers; Forges, Exhaust Heads, Steam Traps, Etc. 551

etc. H. P. Knowlton, Malden, Mass., is president, and J. E. Forsyth, Kittery, treasurer and clerk.

The American Can Company has declared a quarterly dividend of 1 1/4 per cent. on its preferred stock, payable on April 2, to stockholders of record at the close of business on March 16.

The improvements at the plant of the Campbell Hoskins Soap Company, Columbus, O., have been completed and operations will commence at once. This company recently took over the soap business conducted by the late John N. Hinkle.

The Hammond Leather Company, of Sparrowbush, N. Y., has been incorporated with \$15,000 capital stock, to manufacture leather. David and Frederick S. Hammond and John G. Goodenough, Sparrowbush, and Frederick E. Hammond, of Chicago, Ill., are the incorporators.

The Meyer & Bush Company, of 33 Ward street, Newark, N. J., has been incorporated with a capital stock of \$150,000, for the purpose of conducting a wholesale and retail beef and commission business. Jacob and Benjamin Meyer, 14 Walnut street, and Sherman Bush, 43 Orchard street, are the incorporators.

The Farm Products Company, of New England, with an office in Boston, Mass., has been organized with \$25,000 capital stock, to raise and deal in poultry and livestock. W. G. Somerby, of Newburyport, Mass., is president, and Louis A. Sloman, of Winter Hill Station, is treasurer.

The W. J. Farrell Company, of Walden, N. Y., has been incorporated to deal in live and dressed stock, poultry and game. The capital stock is \$75,000 and the incorporators are W. J. Farrell, 325 Washington street, and Frank E. Loughran, 220 Broadway, New York, and Joseph C. Coggeshall, 379 McDonough street, Brooklyn.

The Schenectady Beef Company has purchased a piece of property at 32 South Centre street, Schenectady, N. Y., on which will be erected a three story brick building, to include a refrigerating plant. The structure with equipment will cost \$30,000. This company will handle Swift & Company's products.

The St. Louis Butchers' Hide and Tallow Association, St. Louis, Mo., has been incorporated with a capital stock of \$3,000, to deal in hides, tallow and fertilizers. The incorporators are: William Hertling, Jr., Edward J. Roemer, Charles G. Deibel, Oscar F. Breun-

ing, James Gallagher, B. G. Drape, J. Maurer, A. J. Dunn and others.

Walter Kelly, president of the Madison county division of the Southern Cotton Association, is promoting the organization of a company composed of prominent business men and planters in the vicinity of Huntsville, Ala., for the purpose of erecting and operating a cottonseed oil mill at Huntsville. The company will start with a capital stock of about \$75,000. Mention of this organization was made last week.

LATE REFRIGERATION NOTES.

Memphis, Tenn.—William La Croix is organizing a company for the erection of an abattoir and 10-ton ice plant.

Schenectady, N. Y.—The Schenectady Beef Company will install a refrigerating machine in its new beef house, at 32 South Centre street.

Fairview, Utah.—The Miner Brothers' Creamery Company has been incorporated with \$25,000 capital stock by Mormon Miner, president; M. O. Miner, vice-president, and A. U. Miner, secretary and treasurer.

TEXAS CRUSHERS' CONVENTION.

The executive committee of the Texas Cotton Seed Crushers' Association has decided to hold the annual convention of the association this year at Galveston, the dates being June 18th, 19th and 20th. This follows the May convention of the Inter State Association at Atlanta, Ga., and a very attractive programme is being prepared, besides the important business matters to come before the convention. Galveston's attraction at that season will make the trip a pleasant one for the Texas crushers, who are noted for attending their association meetings in large numbers.

BEST EMPLOYMENT AGENCY.

Whether you are an expert in search of a position or a manager looking for an experienced superintendent or foreman, it will pay you to make your wants known through the "Wanted" department on page 48.

METHODS OF GARBAGE DISPOSAL

Garbage proper is "food waste." While garbage is moist or wet, no matter how foul smelling it is, it can give off no disease germs. It is when this foul garbage becomes dry that the danger comes, as it is blown into the air in the form of dust. Putrid garbage, while a disagreeable nuisance, is not in itself a transmitter of disease, although it may establish such a condition of the system as to make one more readily susceptible to the invasion of disease from other sources.

There are two principal methods of disposal: (1) cremation and (2) reduction. Cremation is a costly and wasteful process even when carried out under the most favorable conditions. This process consists in burning the garbage in specially constructed furnaces which are more or less satisfactory in their methods and their results. Instances are comparatively rare where the burning of garbage in such furnaces is not, at times and in certain conditions of the atmosphere, seriously objectionable.

The modern furnaces have high chimney stacks to produce a strong draft, and are sometimes built in neighborhoods of the better class. To the immediate neighbors they are not objectionable, as the fumes escaping from the chimney at a great height are carried a long distance before reaching the earth. It is well known, however, that disagreeable odors from such works are painfully evident even a mile distant, although not noticed by the near neighbors. In many instances, the ashes from these crematories were found to be not satisfactory. There was nearly always more or less vegetable matter which was only partially carbonized, or burnt. But by far the greater part of the refuse treated is effectually destroyed and rendered harmless.

Crematory vs. Reduction Works.

A crematory has the advantage over a reduction works in that it requires less labor. But it has been found that unless careful attention is constantly given, minor points of importance are overlooked, repairs are postponed, and the life and reputation of the plant suffer materially. More or less garbage spills from the carts and, falling on the heated edges of the charging holes, is there burned in the open air, creating a nuisance. Then again, free water from the garbage does not always run into the fire, which fact, perhaps, may save fuel and help towards the complete burning of the garbage, yet an offensive condition of the surrounding air is produced.

When the liquid portion of the garbage is discharged directly into the furnace the fires are dulled and retarded, sometimes entirely preventing incineration. Observation of the escaping smoke shows frequent changes in color and volume coinciding with the opening of the charging holes and the dumping of the fresh garbage on the fires. Foul odors are very likely to be produced by such irregularities. Difficulty is always caused by the opening of the doors and sight holes. The intermittent rush of cold air is detrimental to burning, and injurious to the structure, lessening its term of service.

On the whole, cremation is an art which has reached a high degree of development, and which in its best form and under proper

guidance may be good and quite free from offense. At the same time, cremation is destruction and loss of matter which can be converted into a large source of revenue.

Reduction or Utilization of Garbage.

It is possible to dispose of garbage and market refuse in such a way as to recover a notable amount of ammonia, contained in the fertilizer, and grease, which always finds a ready market. The principal object in commercial enterprises of this sort is to recover as much as possible of the contained grease and to convert the dried residuum into a fertilizer.

City garbage from kitchens and markets contains much rubbish, such as cans, bottles, rags, etc., to the extent of perhaps 5 to 8 per cent., and approximately 3 per cent. of grease, about 20 per cent. of animal and vegetable matter, and from 70 to 80 per cent. of water. These proportions, of course, may vary in seasons of the year.

To cook raw garbage and separate it into four substances: rubbish, grease, fertilizer material and water, is the object of all the garbage reduction or utilization systems. The rubbish is not of sufficient value to pay for separating; the water has no value, naturally.

The special machinery used in the reduction processes consists chiefly of cooking tanks or "digesters" (or extractors), grease extracting tanks, presses, dryers, fume destroyers, screening apparatus and disintegrators for grinding the coarse material when dried. In special instances naphtha tanks and naphtha condensers are also used.

The cooking tank or digester is an upright steel cylinder with steam tight doors at top and bottom for filling and emptying. These cylinders are of various sizes, generally from 12 to 15 feet high, and 5 to 6 feet in diameter. They hold five or six tons or more of garbage. Pipes and valves regulate the admission of steam to cook the contents. These tanks or digesters are supported on iron framing or heavy beams, and are so arranged as to be easily filled and emptied. From six to ten hours are required for the cooking.

The presses used are to force out water and grease from the cooked material before it goes to the dryer. These are sometimes perforated cylinders filled with tankage, which is slowly compressed by pistons until a large part of the water and most of the grease has been squeezed out.

This method is seldom used now. In other cases, the liquid is collected in tanks or vats, and the solid but still very wet material is placed upon crates in thin layers surrounded by gunnysacking, a number of these crates being superimposed and pressure being applied up to even two tons per square inch.

Final Evaporation of the Water.

The dryers are used for the final evaporation of the water from the solid material known as tankage. These dryers are steam-jacketed cylinders, in which revolving arms continuously stir the material. The heat derived from these cylinders is thus equally distributed, and the contents are uniformly dried and made more or less fine. The driers in common use receive a charge of from two to three tons. Watery vapor escaping from the dryers carries with it fumes which are

more or less offensive, and to prevent the escape of these is the aim in such works, and nowadays, is accomplished very successfully. Some of these fumes may be condensed by water; some may be decomposed by ordinary heat, and some can be destroyed only by combustion at high temperatures, as being burned under the boilers of the plant, thereby contributing to the saving of fuel.

Attached to the dryers, therefore, there are usually pipes and means for forcing these fumes successively through a cold water spray, heated retorts and the hottest fire of the furnaces, which effectually destroys all disagreeable and harmful vapors. The amount of gas which survives these ordeals is too small to be obnoxious or to be considered. The solid matter as it finally comes from the dryers is already partially ground. It is then run through a screening apparatus. The resulting coarse material is further ground to a proper degree of fineness.

The chief companies heretofore using the reduction process have been the Merz, the Holthaus and the Arnold. In the Merz system, naphtha is used. The Holthaus and Arnold systems are purely mechanical. That is, there is no dissolving of grease by naphtha. A careful study of the Holthaus and Arnold systems leads to the conclusion that either can be carried on at a profit.

Both cremation and reduction have their advocates; but it is a well known fact that no garbage crematory is always free from offense. The destruction of wet garbage will always be found to be an expensive and difficult process. On the contrary reduction, if intelligently directed and conducted, will be found practically inoffensive, and yields a substantial profit, in the products obtained, over and above the running expenses and wear and tear of the plant.

(To be concluded.)

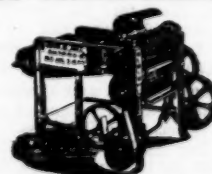
ARGENTINE EXPORTS IN 1905.

Official reports show that Argentina exported 149,000 tons of frozen beef in 1905, as compared with 89,000 tons in 1904. Frozen mutton was exported to the amount of 3,050,000 tons, compared to 3,569,000 in 1904. Wool export was 150,000 tons in 1905, against 147,000 tons in 1904. Dried beef, 1905, 23,000 tons; 1904, 12,000 tons. Tallow, 1905, 40,000 tons; 1904, 33,000 tons. Hides, 1905, 82,000 tons; 1904, 79,000 tons.

NOTHING IS SAFE TO USE.

And now it seems that many microbes emit light. What if it should be discovered that the light of day isn't safe to use, because it is full of germs, to escape which we must live in the dark. Already we are forbidden to eat anything, or drink anything, or breathe anything. The germ theory is a great "kill joy." —Four-Track News.

CHAMPION FAT CUTTING MACHINE.



Cuts 100 pounds per minute uniformly. Reduces crackling cake 6 per cent. Made only by JOHN B. ADT, Baltimore, Md. 332 to 342 N. Holliday St.

WHAT WE DO WITH A STEER

By Edward Tilden, President National Packing Company.*

When I learned the butcher trade in a little town in Wisconsin, we used to get on our butchering clothes—usually on Sunday morning—go out and catch a cow bought of a farmer after her usefulness was past, pull her into the slaughterhouse, knock her down, stick and dress her, and throw everything into the creek running beneath, except the hide and tallow. Then we took the beef up-town, hung it up and sold it for what we could get. We had practically no refrigeration in those days, but used a little ice.

This is all done away with in the present day, and it has been brought about by experiment and study on the part of packing-house owners. Packinghouses now maintain chemical laboratories which will class fairly well with those of almost any of our universities. I presume Nelson Morris, for instance, has in his packinghouse a staff of a dozen expert chemists, who are studying all the while the by-products of the animal to see what new article can be manufactured that will bring some revenue which has not yet been discovered.

We will start first with the horns. And, by the way, horns are becoming very scarce, so the ladies will have to lay in a stock of "genuine tortoise-shell combs" before long, or they will not have any, because horns are largely used for that purpose, and as we are now breeding cattle without horns, or de-horning them, they are becoming a scarce article. The horns go largely to the comb-makers and are manufactured into very fine combs, which they sell both at home and abroad. They are also used very extensively in the manufacture of hair-pins and buttons, while the scraps are ground into horn-meal for fertilizing purposes. The pith of the horn is manufactured into glue.

The hoofs are also used quite largely in the manufacture of combs, buttons and hair-pins. I presume you have seen hoofs polished, thus showing the beautiful colors in them. Some of them go into the manufacture of glue, and some into hoof-meal for fertilizing purposes.

Uses for the Blood and Hides.

The blood is carefully saved, every drop. We make it a point not to lose a drop of it, as it is used in so many ways. On account of the medicinal qualities of its red globules, the red are separated from the white and manufactured into hemoglobin and other similar medicines, used principally for the building up of the red globules of the human blood. This is of very great benefit to anemics and doubtless has saved many, many lives. Blood is also used largely in the manufacture of blood sausage or blood pudding, which by many people is considered a delicacy. Formerly a great deal of blood was used in refining sugar, but that is not done so much now. Some of it is pressed into buttons, poker chips, etc., but it is usually sold on the basis of its ammonia value and used in the production of ammonia and for fertilizing purposes. Albumen is also made from it, which is used in setting prints in cloth. Possibly you will be sur-

prised to learn that a Colorado steer furnishes the Connecticut cotton manufacturer with the albumen which sets the color in the calico that is sold in Denver for dresses. Albumen is also used in chicken and other animal foods.

You all know what becomes of most of the hides. Quite an industry has sprung up in the preparation of the beautiful black cattle hides, which are tanned, lined and sold for robes, and I have no doubt they are sometimes sold for bear-robes. They certainly make a more beautiful robe than the hide of the buffalo. There is a very great demand for a special class of hides the packers produce for covering toy horses and numerous other toys "made in Germany." German toy manufacturers keep two or three expert buyers in Chicago looking for the class of hides suitable for this purpose, which are shipped to Germany and afterwards returned to us as covers on the toys you purchase for your children.

What Was Once Lost Is Now Saved.

As a rule the hair is removed from the hides in tanning, the long hair being used for brushes and the short hair for plastering purposes. The switches, by which I mean the ends of the steers' tails, go for curled hair, used principally in the manufacture of mattresses.

When I worked in the country in a slaughterhouse, we never thought of saving the tail. This is one of the profitable by-products and a very large number of them are shipped to England and elsewhere. Refrigeration has been a great help in this respect. We freeze the tails and pack them in boxes for shipment. They are used for ox-tail soup, stews and various other dishes.

In speaking of the casings, which are used almost exclusively for sausage purposes, and other offal, I would say that when we killed a bullock in the country we threw away nearly everything but the liver, which was given in turn to the boys in the town, one of whom was usually awaiting his turn outside. That is now all done away with. We get a fair price for the livers, of which a great many are exported.

In a large packinghouse where they kill four or five thousand steers a day, you could scarcely imagine what would become of so many hearts. In Scotland they use a great many. They are made into what is called "minced collops." Large quantities of them are consumed in this form by the Scottish people.

Then there are the medicinal by-products, some of which are quite valuable.

Many Medicinal By-Products.

Pepsin, obtained from the red portion of the inner lining of the stomach.

Pituitary, or the small reddish gland located in the sphenoid bone at the base of the brain.

Sub-maxillary or salivary glands located below the hinge of the lower jaw bone, or immediately beneath the thyroid gland.

Parotid, or the small gland laying close to the ear.

Prostate glands.



EXPANDED METAL LOCKERS

LOCKERS

AND MATERIAL CLOSETS
MADE BY US OF

EXPANDED METAL OR SHEET STEEL

HAVE POINTS OF SUPERIORITY
OVER ALL OTHERS

OUR CATALOGUE
EXPLAINS ALL

MERRITT & CO.

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PHILA.

Thymus glands or neck sweet-breads, lying close to the breast on the outside, at the point where the arteries flow from the body to the head, and used principally to reduce glandular swellings.

Red bone marrow.

Pancreatin, which is of the pancreas, or sweet-bread.

Spleen, or melt.

Spinal cord.

Mammillary glands of the milk-bag or udder.

In addition to the above, some of which are desiccated and others made into extracts and used for various medicinal purposes, the articles of greatest importance and value to the medical profession are the suprarenal and thyroid glands. Suprarenal glands are the two small glands laying close to the kid-

(Concluded on page 30.)

*From a report of an extemporaneous address delivered before the convention of the American National Live Stock Association at Denver.

Swift's

Little Cooking Lessons

Silver Leaf Lard



Fried Chicken
Cut a Premium Milk Fed Chicken weighing about three pounds into quarters. Rub the pieces with pepper and salt and roll in flour. Melt in a frying pan enough Silver Leaf Lard to nearly cover the pieces of chicken. Heat the lard until it will cause a crumb of bread dropped in to almost instantly turn a golden brown. Then lay in the chicken and fry slowly until tender. When done remove and lay for a moment on cheese cloth or soft brown paper to absorb the grease. Serve garnished with parsley.
Swift & Company, U. S. A.

Swift & Company, U.S.A.

Fac-simile of advertisement appearing in leading magazines.

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Published by
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(Incorporated Under the Laws of the State of New York.)

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A DUBIOUS VICTORY

Apparently the German government has backed down before those great warriors, the American Executive and Congress. The threat of a tariff war and the alleged earnest desire to maintain the good will of the Americans, it is stated, influenced the German government to be "satisfied" with some changes in our customs regulations, and to grant the American products for 16 months more the privileges of the same conventional tariff which went into force on March 1st for the seven treaty nations, Austria-Hungary, Belgium, Italy, Roumania, Russia, Servia and Switzerland. Let us see how American meat products fared in this arrangement, which is heralded as a great victory for the great government of the great American nation.

Has the importation into Germany of canned meats and of sausages, prohibited since September 30, 1900, to all goods of American origin, now been permitted for our products as well as for like goods from any and all other countries? No, the embargo remains in force. Are cattle and fresh beef, heretofore excluded from the German markets if coming from the United States, now permitted to enter Germany? No, the embargo stands unchanged. Meat treated with preservatives, even boracic acid, prohibited since Septem-

ber 30, 1902, will it now be admitted? Not at all. The German meat inspection law, with all its cumbersome and expensive regulations and their rigid enforcement, has it now been mitigated in any, even the slightest, degree? No, not at all. Will the certificates of our government as to the sanitary conditions of exported goods find better, or at least some, recognition from the German inspectors? Not as far as known.

However, American exporters will enjoy "conventional" tariff rates, which means \$3.89 against the former \$2.16 per 100 lbs. bacon, \$1.35 (per gross weight) against \$1.08 (less 13 to 17 per cent. for tare) per 100 lbs. compound lard, 54 cents against 22 cents per 100 lbs. hog and goose fat, 76 cents against 22 cents per 100 lbs. leaf fat, \$3.24 against \$2.16 per 100 lbs. meat extract, 27 cents against 22 cents per 100 lbs. tallow and suet, \$2.16 against \$1.73 per 100 lbs. oleomargarine, \$1.37 against \$1.10 per 100 lbs. cottonseed oil, and so on.

Who is the winner in this "glorious victory," and where is there any trace of a victory? We should indeed like very much to be enlightened.

HIGH HOG PROSPERITY

With provision cellars nearly empty and an insistent demand both at home and from abroad for all kinds of pork products, an era of six-cent hogs where four cents was expected to be nearer the average has not been pleasing to packers. It has meant expensive packing costs and consequent higher provision prices. The growers have been in high good humor for once. They have held on to their supplies with unusual tenacity, and let go only at figures that suited them. While the sheep men were wallowing in a rather unexpected slump due to an overloaded lamb market, the hog raisers have seen the situation move through the entire winter season just about as they would have it.

A lot of money has been paid for this winter's hogs, and one effect of these "flush" times has been a stimulation of interest in the pork packing industry out through the Western hog-growing sections. Capital thereabout has been envious of the profits made by the growers, and wanting a slice of the pie, has determined to go into the packing business. The result has been the starting up of a number of so-called "independent" packing enterprises at interior points, and the prospect is for a very brisk competition for next winter's hog supply. All of which will please the growers, as promising continued high prices, though the increase in hog production that is likely this year, due to the same prospects, would indicate that the supply will keep pace with, if it does not exceed, the packing demand.

COLD STORAGE REFORM

It is now announced that the plan of Chicago's health commissioner to "regulate" the cold storage industry has been put in the form of proposed city ordinances, which are said to stand a chance of adoption by the city council. The chief feature of this so-called reform is an ordinance prohibiting the storage or sale of undrawn poultry, it being claimed that undrawn poultry induces ptomaine poisoning and other horrible diseases among those who eat it, especially after storage. It would be a waste of space and effort to answer such an argument. Because speculators buy and sell decayed stock, which should be and often is seized and destroyed by the health authorities, is no reason for condemnation of all undrawn poultry. Millions of people have for years eaten poultry which was undrawn until it reached the consumer, and have done it without harm.

Warehousemen, wholesalers and butchers will fight such a law in Chicago as they are fighting it in the New York legislature. They know its enactment would ruin their business as far as it applies to poultry. They will be accused of selfish motives, but it remains the truth that while they are fighting for the existence of their business, they are also contending for the interests of consumers. They know, as every practical man knows, that to prohibit the storage of sale of undrawn poultry would put poultry of any kind out of the reach of the majority of consumers, for drawn poultry would be virtually an unsalable article. This proposed regulation deserves to rank with Dr. Wiley's reported plan to abolish modern refrigeration methods and return to the old days when it was a choice between tainted meat and "sow belly." It is fool reform, not food reform.

FAST BECOMING FARCICAL

The packers' trial at Chicago is rapidly assuming the nature of a farce-comedy played by school-boys. The testimony summarized is about like this: "You said so-and-so," "I didn't," and vice versa; then backward and forward and reversed. The packers have the preponderance of evidence; the prosecution has the benefit of government prestige. It must be decided in favor of one of the parties to the circling charges and denials. Meanwhile the absence of spectators at the trial shows the public to be without interest in the outcome. The show is too monotonously the same, and the public will be satisfied to know what happened as the curtain falls. The jury will decide which side it believes, or it will let personal feeling tip the scales of justice. Pity the whole case could not have been clearly stated and fairly settled.

TECHNICAL AND SCIENTIFIC

PRESERVING OF SKINS.

Skins with the natural hair or wool on them are treated repeatedly with a "chrome liquor," which is applied to the rear or hairless side only of the skin, and is not allowed to come in contact with the wool. The following formula is found to give good results: Potassium bichromate, 3 pounds; hydrochloric acid, $\frac{1}{2}$ gallon; glucose, $1\frac{1}{2}$ to 2 pounds; and water enough to make two gallons. When the skin has been completely impregnated with the liquor, it may be dried, degreased, scoured, and dyed. Skins thus treated are claimed to be more pliable than those tanned by older processes.

HYDROLYSIS OF FATS AND OILS.

A recent patent granted in Germany for a process for the hydrolysis of fats, oils, waxes and the like by means of steam has these special features as a basis for its originality. Steam under pressure of 8 to 10 atmosphere is projected against the under side of a plate or baffle mounted in a closed vessel. The neutral fat or oil is forced into the vessel under strong pressure, and on striking against the upper side of the baffle is converted into a spray, which becomes intimately mixed with the steam rising round the edges of the baffle-plate. It is stated by this process the hydrolysis of the fat is effected in so short a time that the fatty acids do not become discolored.

BONE CHINA BODIES.

As a result of a large number of experiments, A. S. Watts has found that as the amount of flint or uncombined silica increases in the composition of pottery materials, the ability of bone ash to act as a flux increases also. Tests with a series of trial pieces showed that as the silica increased, so did the fusibility, while the translucency apparently decreased. At cone 13, the first member of the series, with no free flint gave a perfect bone china, whereas another member with 5.5 per cent. of free flint warped badly, yet both gave good bone chinas at cone 8. The conclusion is drawn from these experiments that bone china for a range of from cone 8 to cone 12, can be made from mixtures within the following limits: 0.2 to 0.4 per cent. of potash or higher, and 1.8 to 2.8 per cent. of calcium. Aluminum oxide expressed as the silicate from 2.8 to 4, and as phosphate from 0.6 to 0.93 per cent.

FORMALDEHYDE AND ORDINARY FUELS.

A. Trillat relates in Comptes. Rend. the experiments made by him with the object in view of determining the pressure of formaldehyde in the products of combustion of ordinary fuels. Air, carefully freed from any trace of formaldehyde, was passed over burning combustibles in a heated tube, and the products were collected and examined for formaldehyde. In all cases (coal, peat, various woods or products of their distillation, papers, pure cellulose, corks, india-rubber, tobacco) formaldehyde was found, in amounts varying from 1-10,000 to 1-100,000 of the weight of substance burnt. Wood and cellulose gave the largest amounts. The benzene hydrocarbons also yielded formaldehyde in amounts increasing with their

complexity. In all cases the materials with which the combustible materials are in contact affect the yield of formaldehyde considerably; copper, for instance, favors its production much more than porcelain. The existence of formaldehyde in the atmosphere is no doubt attributable to its formation in combustions.

TREATMENT OF COTTONSEED HULLS.

Cottonseed hulls are heated with twice their weight of an alkali solution, as, for instance, a 3 to 5 per cent. solution of caustic soda, for six to eight hours, at a pressure of 20 to 40 pounds. The solution thus obtained is suitable for use as a size in the manufacture of paper and boards. The fibrous residue is washed and treated with chlorine until the color of the product is uniform. The mass is then washed and digested at 80 to 100 degrees C., with an alkaline solution, preferably six parts of sodium carbonate and three parts of sodium silicate dissolved in 300 parts of water to each 100 parts of the chlorinated product.

The product then consists mainly of a mixture of two forms of cellulose, differing in length of the individual fibres. These forms may be separated either by suspending in water and passing through a series of tanks, when the shorter cellulose settles first, or they may be separated by washing on a sieve of suitable mesh—e. g., 40 to the inch. The longer form of cellulose may be used for many of the purposes to which cotton cellulose is applied; the shorter form is characterized by the fact that, on hydrolysis, it yields a considerable quantity of an easily crystallizable sugar; furfural may be obtained from the syrup remaining after the crystallization of the sugar by distilling it with 30 per cent. sulphuric acid.

COMMERCIAL BUTTER CULTURES.

A recent report of the permanent butter exhibitions in Denmark states that out of 713 creameries exhibiting during one year all but five practiced pasteurization and all but eleven used commercial starters for ripening the cream. This very general use of pure cultures and pasteurization in Denmark lends special interest to investigations on the adaptability to this country of the methods practiced in Denmark, especially with reference to the oleomargarine industry. The milk used is pasteurized by heating it to 150 degrees F., at which temperature it is kept for twenty minutes, after which it is cooled to 55 degrees F. The summary derived from all these experiments and practical observations may be stated in the following:

According to our present standards of flavor, nothing was gained by using a commercial culture, either with pasteurized or unpasteurized cream. In using the cultures in pasteurized cream the non-acid forming cultures had, if anything, an injurious effect upon the flavor, and where they were used in the raw or unpasteurized cream the flavor produced was but little if any different from that of the control lots. The conclusion is also drawn that these commercial acid-forming ferments offer little inducement to their use, as is evidenced by the results of these

trials and by the fact that a carefully prepared skim-milk starter gave practically as good results as the commercial cultures used. Close attention, then, to details, cleanliness and the careful selection of the milk at the receiving room promise more in improving the flavor of butter than pasteurizing and the use of pure cultures.

NEW PATENTS.

12,448. Apparatus for sterilizing liquids. John C. Miller, Canton, Ohio, assignor, by mesne assignments, to the Miller Pasteurizing Machine Company, Canton, Ohio, a corporation of New Jersey. The combination with a heater comprising a tub, two cylinders placed within the tub one within the other, one of said cylinders being provided with a feed-screw which works against the other cylinder, of a steam or hot-water pipe located within the tub exterior to the cylinders, and an injector located in the tub to eject the water therefrom and inject it into the innermost cylinder whereby a uniform temperature is maintained between the two cylinders.

811,821. Drier. Horace B. Camp, Akron, Ohio. A device comprising an inclosing shell a plurality of sprocket-wheels mounted in said shell, said sprocket-wheels being arranged in pairs the members of each pair being oppositely disposed with respect to each other, parallel conveyor-chains arranged to run on said sprocket-wheels, means on said conveyor-chains to support ware-carrying pallets, pallets on said supporting means, means to operate said chains in a step-by-movement, means to create a plurality of air-currents in said shell adjacent the course of said ware-carrying pallets, and means to direct said currents through said ware.

811,664. Filter. Lloyd V. Rood, Marietta, Ohio. A filter comprising a body having an inlet near its top, a cover having a draw-off passage communicating with a central passage piercing the bottom of the cover, a tubular filtering element hung from the cover, a tube hung from the cover and communicating between the bore of the filtering element and the central passage of the cover, a water-wheel mounted upon the tube in co-operative relation with the inlet, and cleansing means carried by the water-wheel and working in co-operation with the filtering element.

812,453. Portable ice crusher. Justus A. Rickabaugh, Altoona, Pa., assignor of one-half to William Milligan, Allegheny City, Pa. The combination with a suitable vehicle, of a receiving storage box below the bed of said vehicle and carried thereby, a shaft suspended from said vehicle passing through enlarged openings in said box, a clutch mechanism between said shaft and the vehicle-wheel, means for moving said shaft to effect the engagement of said clutch mechanism, ice-crushing mechanism on said shaft and means for rotating said shaft by the movement of said vehicle.

812,517. Filter.—John T. H. Paul, Chicago, Ill., assignor to E. Goldman & Company, Chicago, Ill., a corporation of Illinois. The combination of a plurality of corrugated sheet-metal distributor-plates and corrugated imperforate suitably spaced with relation thereto, the corrugations of said plates sheet-metal collector-plates arranged in alternation therewith and affording surface channels on both sides thereof, screens adjacent to the sides of said plates, filter material massed between the collector and distributor screens, and ingress and egress passages in communication respectively with the passages of the distributor and collector plates.

JULIUS DAVIDSON

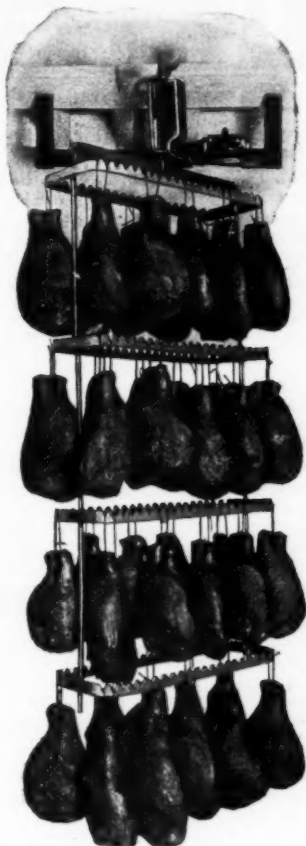
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COTTONSEED OIL

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FOR PURCHASING DEPARTMENTS

SMOKE HOUSE CAGES.

There is probably no one innovation in smoke house methods which has been of such all-round advantage as the overhead tracking and cage system. Smoke house cages moved in and out and about on overhead tracking effect a very marked saving in time and labor and are also an economy in space taken up. The rapidity with which smoke houses may be filled and emptied is also a great point. The use of such cages as that illustrated herewith affords a more open distribution of the pieces



ALLBRIGHT-NELL SMOKEHOUSE CAGE.

hung upon them, and permits better circulation for the smoke and heat. It is claimed that meats will smoke out in half the time required when the old method is used. There is also no rehandling of meats by this method, and consequently the product comes out with a much better appearance.

These cages are among the numerous appliances manufactured by the Allbright-Nell Company, of Chicago. The illustration shows this cage loaded with forty 17-pound hams. The weight of the cage when empty is 65 pounds. The manufacturers will be glad to furnish full information, with plans and valuable suggestions to smokehouse men, upon application to the Chicago offices.

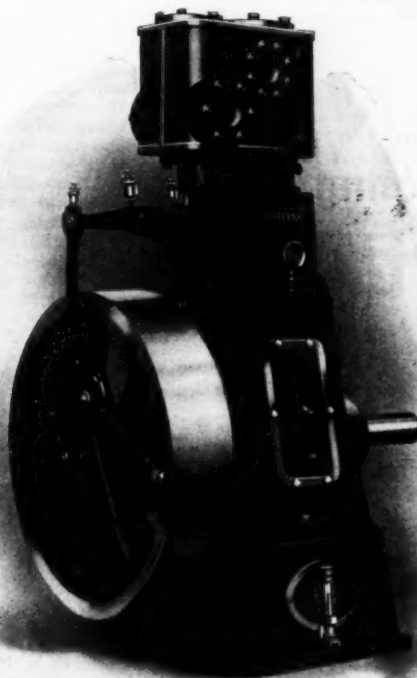
A NEW STURTEVANT ENGINE.

The B. F. Sturtevant Company, Hyde Park, Mass., has recently issued a bulletin, No. 125, descriptive of an entirely new line of vertical, enclosed, forced lubrication engines which have met with such success in experimentation and practice as to induce the company to go extensively into their con-

struction. These Sturtevant vertical engines are known as class VS5, and are high speed and automatic. A system of forced lubrication and the complete enclosure of the moving parts provide for continuous operation for weeks at a time without attention, and insure perfect reliability even in the hands of the unskilled. This type of engine is adapted to all classes of work requiring maximum power in minimum space, and is especially designed for the driving of direct-connected generators. Because of the large diameter and short stroke, they develop great power and high rotative speed without excessive piston travel.

oil which is carried around to lubricate the rotating parts when the pressure is greater. The pressure of 10 to 20 pounds per square inch positively maintains this film of oil, preventing actual contact of metal, reducing wear and friction to a minimum, and insuring a mechanical efficiency of over 90 per cent. Centrifugal oil guards located on the shaft just where it passes through the casing, together with the enclosing frame and the watershed partition insure perfect cleanliness and absolutely prevent the escape of the oil, which is continuously repumped to the bearings.

The watershed partition, a distinctive fea-



THE NEW STURTEVANT ENGINE.

Within the heavy cast-iron base, to which is bolted the lower part of the frame, a submerged oil pump, operated by the crank shaft, draws oil from the reservoir and forces it through pipes and internal passages in the moving parts to the crank pin, the wrist pin, and the main bearings. Twice during each revolution the reversal of stress on these parts, due to the double-acting feature of the engine, so reduces the pressure that the pump has an excellent opportunity to force between the surfaces a fresh film of

ture, prevents water from the piston-rod stuffing box mixing with the lubricating oil in the case and at the same time makes impossible the passage of oil from the enclosing frame to the interior of the cylinder. The piston-rod stuffing box may be readily adjusted without opening the case. This watershed partition forms a part of the enclosing frame which protects the parts from dirt and accident, insures economy, and eliminates the necessity of frequent attention; but the

(Concluded on page 35.)

DIXON'S PIPE-JOINT COMPOUND

Makes tight joints but never sets. For screw or flange joints; steam, water, gas or air piping.

JOSEPH DIXON CRUCIBLE CO., - Jersey City, N. J.

Disinfect your Ice Houses and Store Rooms

With **Formaldehyde Solution**

PERTH AMBOY CHEMICAL WORKS, 100 William St., New York

ICE AND REFRIGERATION

NEW CORPORATIONS.

Philadelphia, Pa.—The B. B. S. Brewing Company has been incorporated with \$200,000 capital stock to operate a brewery.

Lehr, N. D.—The Lehr Creamery Company has been incorporated with \$10,000 capital stock by Jacob Doerr and others.

Larimore, N. D.—The Larimore Creamery Company has been incorporated with \$5,000 capital stock by J. C. Williams and associates.

Elk Grove, Wis.—The Stoeber Cheese and Butter Company has been incorporated with a capital stock of \$2,000 by Anton Stoeber and others.

Genesee, Wis.—Michael Deneen and others have incorporated the North Prairie Co-operative Creamery Company with a capital stock of \$2,500.

White River, Colo.—The White River Creamery Company has been incorporated with a capital stock of \$7,500 by Isaac Baer and associates.

Grand Rapids, Mich.—The Camaquey Brewing Company has been incorporated with \$50,000 capital stock to operate a brewery. Incorporators not given.

Coloma, Wis.—The Coloma Creamery Company has been incorporated by J. T. King, H. F. Bartz, H. Kruger and J. D. Hollister. The capital stock is \$3,000.

Mauston, Wis.—S. G. Taylor, R. R. Kastner, B. N. Souther and George S. Grubb have incorporated the Mauston Creamery Company with \$4,500 capital stock.

Jersey City, N. J.—The Mutual Milk and Cream Company has been incorporated with a capital stock of \$125,000 by J. N. Mattson, C. O. Dingman and M. Shaughnessy.

Madison, N. Y.—The Madison Center Dairy Association has been incorporated to manufacture cheese, etc., with a capital stock of \$1,200. The incorporators are David Jones, Burdette Bishop and Carl Fuess.

West Orange, N. J.—The Ice Company has been incorporated with \$2,000 capital stock, to manufacture ice, by Frank H. Jones, John S. Griggs, of Montclair, N. J., and Charles T. Doyle, of Rutherford, N. J.

Canton, O.—The Valley Dairy and Stock Company has been incorporated with a capital stock of \$15,000 by William Simpson, G. G. Chamberlain, C. M. Clendening, S. M. Liggett and James H. Robertson.

Hoboken, N. J.—Leonard H. Dyer, George A. Berger and John L. Lotsch, of 12 Hudson street, have incorporated the Morris Domestic Refrigerating Company with \$100,000 capital stock, for the purpose of manufacturing ice.

Winters, Calif.—The Western Yolo Creamery and Ice Company has been incorporated with a capital stock of \$25,000, of which \$10,210 has been subscribed. The directors are J. A. Henderson, F. W. Wilson, A. B. Ish, H. R. Bowman, W. H. Robinson, M. O. Wyatt and I. J. Elliott.

Harrisburg, Ark.—The Harrisburg Electric Light and Power Company has been incorporated with \$25,000 capital stock, of which \$2,550 has been subscribed, for the purpose of manufacturing electricity, ice, etc. The incorporators are A. A. Boon, Thomas Flourney, J. G. Gant, M. H. Frayser, J. C. Davis, Morris Hayuten, Thomas B. Steele, B. F. Cole, J. A. Durham and Lee Weeks.



GIANT Insulating PAPERS

contain no tar, oil or resin and are entirely without taste or odor. In cold storage and refrigeration they have long been the recognized standard for high-class construction.

There's more difference in quality than price between "GIANT" and the ordinary kinds, and that makes much of the difference between profit and loss in running the plant. Send for samples.

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SEE PAGE 48
FOR BARGAINS

GIFFORD-WOOD CO.

SHOPS: ARLINGTON, MASS.
HUDSON, N. Y.

GENERAL OFFICE
HUDSON, NEW YORK

WOOD'S ICE TOOLS.

GIFFORD'S ELEVATORS
AND CONVEYORS

SEND FOR CATALOGUES





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INSULATING
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FOR GOOD INSULATION

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MAKERS ESTABLISHED 1847
EAST WALPOLE, MASS.
NEW YORK CHICAGO WASHINGTON
CANADIAN OFFICE AND FACTORY
HAMILTON, ONTARIO

ICE NOTES.

Cherry, Colo.—Carlson & Fink will erect a new creamery here.

Dallas, Tex.—The creamery of W. R. Spann was burned. The loss is \$900.

Bessemer, Ala.—J. A. Estes wants addresses of manufacturers of ice machinery and equipment.

Poughkeepsie, N. Y.—A refrigerating plant is to be installed in the Hudson River State Hospital.

Milford, Md.—The Wilden cold storage warehouse was partially destroyed by fire on February 21.

Cedarburg, Wis.—The Five Corners Creamery Company has increased its capital stock from \$5,000 to \$10,000.

Collingwood, Can.—T. Long and brother have decided to erect a large cold storage plant at Pine and First streets.

Milton, Fla.—A second-hand 6 to 12-ton absorption ice machine in good condition is wanted by S. H. Collins.

Huntington, N. Y.—The Consolidated Ice Company has decided to enlarge the capacity of its plant to 20 tons daily.

Littleton, N. H.—The White Mountain Creamery, owned by C. W. Bedell, was badly damaged by fire last week.

Savannah, N. Y.—The directors of the Savannah Creamery Company have decided to rebuild the plant burned on February 11.

Roanoke, Va.—The Griggs Packing Company will erect a large cold storage plant. The erection of the building will commence shortly.

Somerville, Tex.—Prices on machinery and equipment for an ice plant are wanted by the Somerville Development and Improvement Company.

Baltimore, Md.—The Helderfer Brewery Company will rebuild its plant at Faint avenue and Clinton street. A number of improvements are to be made.

Morrice, Mich.—The Morrice cheese factory has been sold to J. Gushop, of Buchanan, who will remodel the building and add new machinery to cost around \$1,500.

Pittston, Pa.—The Alpine Brewing Company has purchased several pieces of property in the section known as "Oregon" on which it will erect a brewery in the spring.

Oskaloosa, Ia.—The Oskaloosa Artificial Ice Company will make additions to its plant, so as to increase its capacity to 20 tons daily. The plant is to be in operation by April 1.

New Albany, Ind.—The erection of a large artificial ice plant and cold storage building, to be located in the eastern part of the city, is contemplated by a number of capitalists.

Hickman, Ky.—The Hickman Coal and Ice Company, recently incorporated, has purchased a site and will erect a three-story brick building, in which an ice plant is to be installed.

Vallejo, Cal.—A number of farmers of this district are forming a company to erect a co-operative creamery, ice and cold storage plant which will cost in the neighborhood of \$25,000.

San Angelo, Tex.—Improvements will be made to the plant of San Angelo Ice and Power Company, increasing its capacity from 35

tons to 75 tons daily. About \$26,000 will be expended.

Gadsden, Ala.—A company has been organized and a site secured for the erection of an ice plant. The company has a paid in capital of \$15,000, and work on the building is to commence at once.

Chicago, Ill.—The Chicago Cold Storage and the Atlas Creamery companies are to erect a three-story building, 65 by 161 feet, on the Washington boulevard, to be occupied jointly by these companies. The cost will be about \$160,000.

Chicago, Ill.—Plans are being prepared for a seven story warehouse, 100 by 150 feet, to be erected at Rush and Michigan streets, for the Mouch Refrigerating Company. The building is to cost \$250,000.

(Additional refrigeration notes will be found on page 17.)

THE EVAPORATORS FOR USE IN DISTILLED WATER ICE PLANTS.

By Louis Block.*

Soon after the development of the can ice manufacturing industry the fact was recognized that the refrigerating machine itself had very little to do with economical results to be obtained in an ice making plant. As long as the engine which drove the compressors was not positively wasteful, as long as the exhaust of this engine, of the pumps and other auxiliary machinery did not, when condensed, produce a larger quantity of distilled water than the machine could freeze into ice, we were quite satisfied. We soon knew that the economy of ice production depended entirely upon the efficiency of the steam boiler. If the boiler evaporates 8 lbs. of water per pound of coal and we lose, as we always do, 25 per cent. by steam cylinder condensation, condensation in exhaust pipe and loss by reboiling and skimming, we may hope to produce 6 tons of ice per ton of coal and I may say here that very few plants show such good economical results for a whole season.

The knowledge that we could do work equal to the melting of 18 tons of ice per ton of coal and only manufacture 6 tons of ice for the same quantity of fuel, led to efforts to improve the economical results of ice making plants and the use of compound condensing engines in connection with an evaporator in which the exhaust steam is used to produce additional distilled water was resorted to.

In all ice making plants with evaporators now in operation, the Lilly evaporator has been used. It consists of a cast iron shell and is provided with copper tubes. Near one end is the tube head which divides the evaporator into two parts, one is called the steam space, the other the vapor space. One end of the copper tubes is expanded in the tube head, the other end of the tubes is closed, but the closed ends are each provided with a very small air vent hole. Under the evaporator a centrifugal pump is placed which serves to circulate the water over the tubes, a float in the float box keeps the water always at a predetermined level and the glass gauge on the float box indicates the water level.

The exhaust steam from the low pressure

*Read before the American Society of Refrigerating Engineers. Reprinted from Cold Storage and Ice Trade Journal.



Every packer wants the most economical refrigerating machinery and which can be depended upon to produce the maximum of capacity with the minimum of cost, and be the simplest and easiest operated.

The Vogt Machines may be depended upon to meet your requirements, no matter how rigid they may be. Based upon the Absorption System—the only really scientific refrigerating system—these machines produce results not otherwise possible.

We want every packer who is thinking of installing refrigerating machinery or making any changes to hear our story before he makes any decision. We like to get inquiries and to answer them.

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10th Street and Ormsby Ave. LOUISVILLE, KY.

cylinder usually under a vacuum of 18" and a temperature of 169° Fahr. enters the steam space of the evaporator and thence the copper tubes, the water which is showered over the tubes in the vapor space of the apparatus evaporates owing to the lower vacuum, 25" or 26", which, by means of the condenser and air pump is maintained in this space. The temperature of vapor under a vacuum of 26" is 126°, and the difference between 126 and 169° is quite sufficient to produce boiling and consequently evaporation. The steam which enters the copper tubes is condensed, drops to the bottom of the steam space and from there is periodically discharged into the steam condenser.

The vapor is, of course, pure, clean and free from any odor owing to the fact that it is distilled at a low temperature; the steam, however, which has done its work in both the high and low pressure cylinders of the engine, contains all the impurities which such steam is subject to in any ice plant, viz.: oil, oxide of iron and free ammonia. In order to free it from the oil and oxide of iron it must be washed or passed through a coke scrubber in the usual way except that in this case the oil extractor or coke scrubber must be operated under the same vacuum which is maintained in the steam space of the evaporator.

The vapor after it leaves the evaporator enters the top of the steam condenser, the air pump by taking away the air and most of the ammoniacal gases which have not yet been reabsorbed by the distilled water maintains a vacuum of from 25 to 26".

From the condenser the distilled water flows by gravity to the vacuum reboiler, a vessel preferably made of cast iron and provided with bull's-eye glasses opposite each other so that the water in it may be plainly seen. A steam coil at the bottom of the reboiler supplies the heat necessary to maintain a lively ebullition of

W. H. BOWER, General Manager. GEORGE R. BOWER, Secretary and Treasurer.

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Buffalo, Seneca St., Keystone Warehouse Co.
Pittsburgh, Duquesne Freight Station, Pennsylvania Transfer Co., Ltd.
Cleveland, Mercantile Bank Building, Cleveland Storage Co.
Cincinnati, 220 West Third St., McHugh's Express.
Indianapolis, 712 S. Delaware St., Central Transfer & Storage Co.
Louisville, 7th and Magnolia Sts., Louisville Public Warehouse Co.
Chicago, 16 North Clark St., F. C. Schapper.
544 North Water St., Wakem & McLaughlin, Inc.
Milwaukee, 136 West Water St., Central Warehouse.
Baltimore, 301 North Charles St., Baltimore Chrome Works.
Washington, 26th and D Sts., N. W., Littlefield, Alvord & Co.
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Atlanta, 50 East Alabama St., Morrow Transfer Co.
Birmingham, 1910 Morris Ave., Kates Transfer & Storage Co.
Jacksonville, Atlantic Coast Line Ave., St. Elmo W. Acosta.
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CHILLING and COLD
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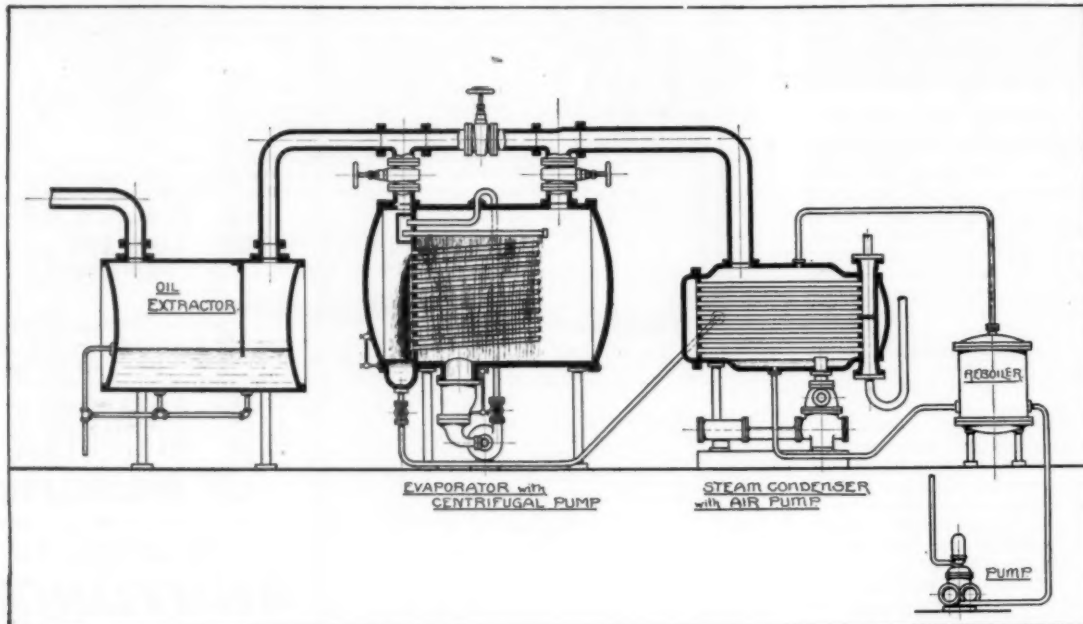
the water and the resulting steam travels through an equalizing pipe back to the condenser. You will see that no steam or vapor is wasted and you will observe that it requires but little steam to bring about a boiling temperature in the reboiler. The condensed water enters it under a vacuum of 26" and a temperature of 120° and needs only to be heated to 126° in order to reach the boiling point. In the reboiler of the ordinary ice plant the condensed water reaches the reboiler at a temperature of from 125° to 130°, it must be heated to 212° before it boils and the resulting vapor passes through the vapor pipe out of the roof and is lost. It does not require higher mathe-

of a pound of vapor can be produced for every pound of steam which enters the steam space. To produce 100 tons of distilled water would require 55 tons of exhaust steam, but in order to have that quantity enter the evaporator 73 or 74 tons must have entered the high pressure steam cylinder and this determines the economy of the plant.

There is only one place where loss of heat takes place which cannot be prevented and that is at the blow-off cock of the evaporator. From time to time some of the water contained in the vapor space must be blown off, the same as a boiler must periodically be blown down, for the purpose of preventing evaporation to

ing been acquired July 2, 1905, and that it has had the benefit of the operation of earnings of the subsidiary companies for an average period of but 120 days prior to December 31, 1905, and consequently the statement of earnings and expenditures covers but a fractional part of the year.

The income account for the fiscal year ended December 31 shows. Earnings—Dividend on 562,322 shares of United States Leather Company preferred stock, October 1, 1905, \$843,483; net earnings, average opera-



matics to arrive at the saving effected by this simple device.

A pump, the speed of which is regulated by a float in the reboiler, transfers the distilled and now as pure water as is possibly obtainable in an ice plant, to the so-called skimming tank and thence it takes its usual course.

I have described the Lilly evaporator because that is the one always used and I consider it the best adapted for the purpose; with it 7-8

dryness and excessive accumulation of scale on the evaporator tubes. In spite of this loss, if the apparatus is correctly proportioned, 10 tons of distilled water can be made per ton of coal if the latter evaporates 8 tons of water under the working pressure in the boiler per ton of coal. We have at a test made more than eleven tons of ice per ton of coal.

In such a plant as I have described the exhaust steam from auxiliary machinery and pumps is used for heating the boiler feed water and the water for the evaporator if it is suitable is heated by using it for cooling the distilled water. If it is too hard to be used in the evaporator tubes. In spite of this loss, if 4 grains of lime or magnesia in solution per gallon, it must be softened.

The operation of such a plant is extremely simple and it is not difficult for the operating engineer to understand it, in fact it requires no more attention than an ice plant with compressors driven by compound condensing steam engines.

CENTRAL AND U. S. LEATHER.

The annual meeting of the stockholders of the Central Leather Company was held in Jersey City, N. J., on Wednesday. The present officers were re-elected, together with the following board of directors: Edward C. Hoyt, A. Augustus Healy, Walter G. Garrett, Eugene Horton, Samuel P. Davidge, P. A. Valentine, Nathan Allen, Lewis H. Lapham, J. Ogden Armour, Frank Healy, John J. Lapham, Paul N. Warburg, L. C. Krauthoff, C. Sumner Horton, Charles W. Childs. The retiring officers were re-elected.

In the financial statement for 1906 attention was drawn to the fact that only one dividend on its holdings in the United States Leather Company was received, these hav-

tion of 120 days, of M. R. Allen's Sons Company, Union Tanning Company, Harrington & Co. and other subsidiary, \$362,307; total, \$1,205,790. Expenditures—Interest and discount, \$18,480; organization expenses, \$118,029; general expenses, \$4,217; discount and commission—bond sale—\$68,945; bond interest paid October 1, 1905, \$359,785; dividend on preferred stock, paid October 1, 1905, \$518,297; total, \$1,087,753; excess receipts, \$118,037.

The balance sheet of December 31 is as follows: Assets—Stock United States Leather Company, \$93,935,797; investments in subsidiary companies, \$6,023,782; bills receivable Union Tanning Company, \$2,705,000; accounts receivable Union Tanning Company, \$552,500; accrued interest, \$24,040; cash, \$1,171,999; total \$104,413,209. Liabilities—Bonds outstanding, \$33,291,100; capital stock preferred, \$29,943,000; capital stock common, \$37,599,597; bills payable, \$3,461,475; undivided profits, \$118,037; total, \$104,413,209.

The annual stockholders' meeting of the United States Leather Company was held on the same day. The number of directors was reduced from 27 to 9, and the following were chosen: John J. Lapham, Samuel P. Davidge, Walter G. Garrett, A. Augustus Healy, Edward C. Hoyt, Eugene Horton, P. A. Valentine, Henry P. Darlington and Nathan Allen. The annual report showed the following figures as the income, expenses and profits for 1905: Gross earnings, \$11,439,130; expenses, \$5,262,524; net earnings, \$6,176,206. The surplus at the end of the year was \$20,641,000, an increase of \$2,441,000.

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The William Powell Company
2525-25 1/2 Spring Grove Avenue
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PROVISIONS AND LARD

WEEKLY REVIEW.

All articles under this head are quoted by the bbl. except lard, which is quoted by the cwt. in tcs., pork and beef by the bbl. or tierce, and hogs by the cwt.

Markets Fluctuate as Hog Receipts Are Large or Otherwise—Good Undertone on Statistical Situations and Large Consumption—No Radical Improvement Looked for Immediately—Liberal Shipments to United Kingdom Markets—Marked Falling Off of Exports to the Continent.

In a week's fluctuations of the hog products markets the prices gain about as much as they lose, as the variations to them happen on the daily, in the time, large or otherwise hog receipts at the packing points.

At this writing (Thursday) there was a reaction to the prices of the hog products to moderately lower prices, most decidedly for pork, from the advanced prices of the day before, with the decline occasioned by, as reports from Chicago say, some of the large outside "longs" selling out. The decline for the day amounted to 17@20c. for pork, and 5 points for lard and ribs.

The situation is now one developing more by the hog supplies and the possibilities of near future supplies of them at the packing points.

There is no question but that from the rate of consumption of the products and their general statistical position that the sellers could easily obtain a further advantage as to prices for them. Yet that it is to be doubted that the market prices for the products will be allowed to stand in value although that they could from the merits of their statistical position and consumption, so long as there is a full marketing of hog supplies.

As the prices of the hogs continue steadily out of their usual relation to those of the products it would be unwise to look for stimulated values for the latter of a very marked order, since the hog prices, in the

event of a decided drifting up of products prices, would be only further against the packing interests, as any advance for the products acts at once in favor of the hog markets, and yet that the products should be higher to correspond with the cost of hogs.

The cost of hogs with the market prices for the lard, ribs and pork are not alone considered in their usual relative difference. Indeed, the old-time figuring that way, in that hogs should be at a certain price in harmony with the market values for the indicated products, should disappear, since there are irregular and relatively full prices for some of the other hog products, which counts somewhat against it. Nevertheless, the opinion of too high hog prices against the prices of the products holds good as against the average developments.

The theory, then, would be that after the marketable hogs in the country are more freely in packers' hands, that the products markets would have a decided benefit from the situation of supplies from the, for long time, liberal consumption, and, as well, from the probabilities of the home and foreign consumption continuing for a considerable further time of a liberal order.

Yet with all of the restraint put upon the products markets in the way of keeping prices from taking the firm basis that would seem to be justified from their statistical situations and larger than ordinary needs of Europe and this country, the prices of hogs have done, this week, a little better than in the previous week, although that the outside prices made for them are likely to be abated on any one day's large supplies of the hogs.

The competitive demands for the hog supplies from shippers, or markets outside of

those at the West and the, as well, active needs of the hogs by the Western packers, since their stocks of the products are moderate, prevents, for the present, at least, any marked shaking up of hog prices, yet by the products markets keeping of a somewhat unexcited order, the hog prices are prevented in taking a further upward, or extreme, trading basis.

The United Kingdom is getting, chiefly in the way of consignments, larger quantities of both meats and lard than at this time last year, and needs them on its liberal wants for consumption.

The Continental markets are, naturally, having modified shipments to them after its long period of their extensive takings of supplies.

But in an all-around way, as covering foreign and home demands, there has been a freer supply of the products needed for the season thus far, than in the previous year, and a not so large a packing as then to meet it.

As the Lenten season is at hand there will be, of course, a diminished consumption, while with the falling off in the fresh meat trade, particularly, which had been of an unusually large order for the season, the competition for hog supplies will probably diminish, and as well a somewhat larger packing of lard and meats will be permitted, while this could, from some opinions, mean temporarily modified conditions. Nevertheless, from the moderate accumulations of the products and the prospective, for next few weeks, supplies of the hogs, with the other indicated situations of the hogs and products markets, it is hard to see how the markets for the products can be other than in the seller's favor for the long run, whatever temporary reactions happen to their prices

THE W. J. WILCOX

LARD AND REFINING COMPANY

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upon some one day's full supply of the hogs at the packing points to lower prices.

The prices of hogs have been, latterly, at the top point for many months, and higher than at any range for them, through the last and previous season; and the products prices, while substantially better than at this time last year, are not as materially so as those for hogs.

There was, early in the week, a little apprehension of lower prices for the products, and when there were especially large arrivals of hogs at Chicago and some other Western packing points, and when there was quite liberal selling of pork and ribs by the outsiders, especially of ribs by the grain people. But the weakness soon disappeared under buying by some of the packers, with particularly good buying of lard and ribs, followed by the moderate decline, which, at this writing, is taking place.

New buying on speculation from the outsiders is running more on July and September lard and May and July ribs, although that there is a good deal doing in May pork in protecting contracts.

The July option of the lard and ribs, but more particularly the lard, and the September lard are held in most favor by buyers.

The exports from the Atlantic ports have been as follows: For last week, 2,924 bbls. pork, 13,432,736 lbs. meats, 13,767,891 lbs. lard; corresponding week last year, 3,921 bbls. pork, 9,317,464 lbs. meats, 19,427,532 lbs. lard; from November 1 to February 24, 89,502 bbls. pork, 241,532,630 lbs. meats, 285,273,242 lbs. lard; corresponding time, 1904 to 1905, 61,257 bbls. pork, 205,724,433 lbs. meats, 208,014,689 lbs. lard.

The increase in the exports from November 1, as compared with the previous year, same time, has been 3,649,000 lbs. pork, 35,808,197 lbs. meats, 77,258,553 lbs. lard.

The United Kingdom markets have taken, since November 1, 187,131,210 lbs. meats, and 108,692,890 lbs. lard, and the Continental markets, 46,683,784 lbs. meats and 149,605,927 lbs. lard, and which compare with their takings of the previous season, same time, 176,584,529 lbs. meats and 90,760,290 lbs. lard, and by the Continent 21,596,903 lbs. meats, and 96,648,597 lbs. lard.

In New York the trading in pork is without much life, and on export account, with sales of 360 bbls. mess at \$16.50@16.75; 200 bbls short clear at \$15.50@17.25; 150 bbls. family at \$17@17.50. Western steam lard is firm at \$8. City steam lard is easy at \$7.50@7.62½. Compound lard at 6@6¼¢. for car lots. In city meats a firm market generally; pickled bellies, 12 lbs. average, at 9¢; 14 lbs. average, at 8¼¢; 10 lbs. average, at 9¼¢; smokers at 9¼¢; pickled hams at 9½¢@10¼¢; pickled shoulders at 7¢.

The compound lard trading is rather active again, as the consumption is a liberal one, and the distributors of the product have rather freely worked off their supplies from the deliveries on contracts made some time since, and are compelled to resupply, while they have more courage in resupplying from the look, this week, of the pure lard market, but more particularly as it developed in the early part of the week.

Besides, the raw materials for the make of the compounds have an improved position, from the fact that there has been some export demand for cotton oil, and from the belief that the compound makers will soon be

compelled to buy it. Then again that oleo stearine is in a more secure position as to prices.

The distributors of the compound lard watch the pure lard, cotton oil and oleo stearine markets closely, and when they see their positions as likely to influence the compound makers' views as to prices of the compound lard anticipate any advance as nearly as possible.

BEEF.—There is a fairly active home distribution, but not much inquiry from the foreign markets. City extra India mess, tcs., \$17.25@18.50; barreled mess at \$8.50@9.50; do., packet, \$10.50@11; family, \$12.50@13.

NEW COTTON OIL RULES.

The meeting of the cottonseed oil trade at the New York Produce Exchange, on February 26, which was referred to in our previous publication as called for the purpose of adopting new rules concerning cottonseed oil brokerages, etc., proved a very lively sort of an affair.

The traders in cottonseed oil who handle that product alone, and claim that they should have most to say about their own business, as understanding its requirements better than spasmodic traders in it, had very emphatic discussions with the people who occasionally appear in their midst.

The sentiment of the cotton oil trade was largely in favor of the new rules, and they were finally adopted. It must be said to the credit of the large concerns, which pay most of the brokerages, that they maintained in a positive way the justness of the proposed rules.

It is, however, said that the contentious ones will make a stand before the Board of Managers, which has to approve the rules before they are put in force.

The new rules of brokerage would be \$15 per 100 bbls., as the lowest to be charged on all purchases or sales of cottonseed oil in barrels to non-members, \$10 per 100 barrels on all purchases and sales between members, where name of principal is given up before the close of a day's business, and \$3.75 per 100 bbls. for flour brokerage.

The latter would be for only a purchase or a sale, apart from each other, and would equal \$7.50, if trading both ways was in the hands of the broker.

EXPORTS OF PROVISIONS

Exports of hog products for the week ending February 24, 1906, with comparative tables:

	PORK, BARRELS.		Nov. 1 1905, to Feb. 24, 1906.
	Week Feb. 24, 1906.	Week Feb. 25, 1905.	
United Kingdom....	717	1,188	17,448
Continent	153	322	13,771
South and Cen. Am.	883	197	7,097
West Indies	1,067	2,192	28,050
Br. No. Am. Col....	84	10	12,010
Other countries.....	20	12	532
Totals	2,924	3,921	79,502

BACONS AND HAMS, POUNDS.

United Kingdom....	11,236,315	7,145,873	187,131,210
Continent	1,815,006	1,800,141	46,683,784
South and Cen. Am.	83,475	100,340	1,041,457
West Indies	194,250	233,950	5,690,424
Br. No. Am. Col....	73,000	28,200	29,100
Other countries.....	73,000	28,200	98,635
Totals	13,432,736	9,317,464	241,532,630

LARD, POUNDS.

United Kingdom....	6,133,916	4,254,350	108,692,890
Continent	5,319,310	13,966,182	149,605,927
South and Cen. Am.	892,345	386,440	8,590,673
West Indies	1,366,618	815,640	17,302,965
Br. No. Am. Col....	11,482	45,673	275,907
Other countries.....	44,220	4,920	804,880
Totals	13,767,891	19,427,532	285,273,242

RECAPITULATION OF WEEK'S EXPORTS.

From—	Pork, barrels.	Bacon & Hams, lbs.	Lard, lbs.
New York	2,515	4,872,500	5,042,000
Boston	188	4,512,823	1,932,721
Portland, Me.	—	1,839,900	510,700
Philadelphia	—	687,931	1,011,792
Baltimore	—	206,305	818,390
New Orleans	221	45,673	2,709,333
Galveston	—	—	1,015,717
St. John, N. B.	—	1,125,600	511,900
Newport News	—	—	180,378
Mobile	—	51,800	14,900
Totals	2,924	13,432,736	13,767,891

COMPARATIVE SUMMARY.

	Nov. 1, 1905, to Feb. 24, 1906.	Nov. 1, 1904, to Feb. 25, 1905.	Increase.
Pork, lbs.	15,900,400	12,251,400	3,649,000
Bacon & hams, lbs.	241,532,630	205,724,433	35,808,197
Lard, lbs.	285,273,242	208,014,689	77,258,553

OCEAN FREIGHTS.

	Liverpool. Per Ton.	Glasgow. Per Ton.	Hamburg. Per 100.
Canned meats	10/	15/	24c.
Oil Cake	8½c.	10/	14c.
Bacon	10/	15/	24c.
Lard, tierces	10/	15/	24c.
Cheese	20/	25/	2M
Butter	25/	30/	2M
Tallow	10/	15/	24c.
Pork, per barrel	1/6	2/6	24c.
Beef, per tierce	2/	3/	24c.

Are you in need of a good man? An inch on page 48 will get him.

EXPORTS SHOWN BY STEAMERS.

Following were the exports of commodities from New York to foreign ports for the week ending Saturday, February 24, 1906, as shown by Lunham & Moore's Statement:

Steamer.	Destination.	Oil		Beef		Lard	
		Cake.	Cheese.	Tcs. & Bbls.	Pork.	Tcs. & Pigs.	
1 Bovic, Liverpool	1280	250	20	55
Majestic, Liverpool	411	1579	825	209
3 Lucania, Liverpool	175	1215	801	25
*St. Paul, Southampton.....		1000	1500	....	250
Maine, London	288	300	....	50
*Llandoff City, Bristol.....		1030	45	37	25
Tintoret, Manchester	82	....	....	....
Idaho, Hull	1507	1895	50	273
Kaiser Wilhelm der II, Bremen		205	....
Statendam, Rotterdam	10030	....	30	....
6 St. Andrew, Antwerp	8690	243	10	78
Kroonland, Antwerp	12385	876	6	180
Texas, Baltic	2240	....	20	125
Louisiana, Baltic	500	25	....	15
Sicilian Prince, Mediterranean.		25
Hamburg, Mediterranean.....		125	....	35
Celtic, Mediterranean.....		75	....	38
Konig Albert, Mediterranean..		80	....	....
Erny, Mediterranean.....		250
Total		35781	2441	8823	3413	493	180
Last week		40943	2377	12903	3736	1229	1988
Same time in 1905.....		40398	384	8270	....	1121	635
Last year's tallow, 174 tcs., 250 bbls., 775 bbls. 1.—100 tcs. tallow. 3.—65 tcs. tal-							
low. 6.—500 tcs. tallow. *Cargoes estimated by steamship companies.							

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TALLOW, STEARINE, GREASE and SOAP

WEEKLY REVIEW

TALLOW.—The London sale on Wednesday was 3d. lower, where only 450 casks were sold out of 1,100 casks offered.

This slight weakness abroad was possibly in part due to the ½c. decline which had happened in our markets in the previous week, but as well, that the entire foreign situation is slightly affected from its increased home productions of fats.

It could be said that the foreign advices exert little effect upon this country's market, for the present, since foreign demands here for supplies are, just now, of little importance, and that, otherwise, the small decline, as noted in England, had been more than met by the concessions in this country of the previous week.

But there is always more or less talk of sentimental effect upon our markets, as foreign advices come along showing changes in prices, whether it is warranted otherwise or not.

We consider the tallow markets situation for the week in our Eastern and Western markets essentially as it stood in the previous week as to the prices, with rather more demand for supplies than then from the soapmakers and compound makers.

And a slightly better lard market than prevailed in the previous week, based chiefly upon insufficient supplies of hogs and strong prices for them, at the packing points, as increasing the business in compound lard, by which the soapmakers are having a little freer competition from the compound makers for prime grades of the tallow, more particularly at the Western markets. However, at a later period of the week the lard market yielded a little to weakness.

There is no question but that the production of the better grades of the tallow are increasing, and that more fat is being turned to their make on account of the late slack oleo oil market.

But the productions of the tallow have not got materially beyond, as yet, the requirements of the soapmakers and compound makers, except that perhaps the edible tallow is accumulating rather more than desired

upon our Eastern markets, and may be had at a little cheaper price than was possible in the previous week.

The requirements of tallow for soapmaking have enlarged as the soap business is of rather a lively order.

The sales last week of New York City hoghead tallow at 5c., as then noted in our report of the closing market on page 42 of the publication, leaves the market essentially there for this week, with a sale on Wednesday of 100 hhd. at 5c., and there is not a very material supply on sale. The weekly contract deliveries will go in at 5c. The New York City, in tierces, is nominally 5¼@5½c.

There is a better supply of out-of-town edible tallow on sale in New York, and the range of prices for the edible, as covering city made, is 5¼@6c., while it has little demand here, although there is an improved inquiry for it at the West. Small sales were made early in the week of city at 6½c.

The country made tallow is arriving in New York a little more freely, and it is fairly well taken up by the soapmakers, with the prices made for it essentially as those of the previous week. Sales for the week of 280,000 lbs. at 5c. for fair grade to 5¼@5½c. for prime, chiefly at 5¼c., and 5½c. for kettle.

The Western markets have had more life in trading, particularly in the prime grades, although it has been less difficult than in the previous week to market the under qualities. Some inquiry prevails there for the edible qualities at better prices than those made here for the choice grades.

(Continued on page 42.)

OLEO STEARINE.—There has not been much life to the market, since the pressers have been holding firm, as basing their opinions upon the late improved lard market and their faith in the future of it, its probable effect in increasing the wants of the stearine through an expected enlarged compound lard business.

Indeed, the compound lard trading is now reviving, but as yet it has not forced the compound makers into the market for the stearine, since most of them had a fair accumulated supply of it.

Then again, the make of the stearine is not as large as it had been for some time, and because of the slow sale for oleo oil and its late reduced prices, whereby rather more

of the fat is going to the make of edible tallow. New York quotes the stearine at 7¾c. asked, and the West at 7½@7¾c. for Missouri River and Chicago points, but there are no urgent buyers at the prices.

LARD STEARINE.—The late increased cost of lard makes a stronger holding of the stearine price, although there is not, just now, much demand for the stearine, since the refined lard trading is moderate. Quoted at 8½c.

GREASE.—Exporters have taken moderate quantities of the soap grades, and there is some increase of home soapmakers' demands. Prices are held fairly steady. Yellow at 3¾@4½c., brown at 3½@3¾c., bone at 4¼@4½c., house at 4¼@4½c., choice white at 6c., "B" white at 5@5¼c.

GREASE STEARINE.—Stocks are moderate, and on that account prices are held up steady rather than there is material demand. Yellow quoted at 4½@5c., and white at 5¼@5½c.

CORN OIL.—Held at \$4.50 for car lots to \$4.75 for smaller quantities.

OLEO OIL has not varied further in price. Rotterdam continues a slow buyer. Rotterdam quotes at 58 florins. New York quotes extra at 10c., and the low grades to 7@7½c.

NEATFOOT OIL holds to steady prices, on fair jobbing demands. Quotations: 20 test at 88@90c., 40 test at 60c., 30 test at 80c., prime at 50c., dark at 40c.

LARD OIL.—Demands are improved, and the market is generally firm. Prime quoted at 65@67c.

COCONUT OIL holds to strong prices on a good, full consumption. Cochin quoted at 7½c., and March to April shipments at 7¼@7½c.; Ceylon, spot, at 6½@6¾c., and shipments at 6¼c.

PALM OIL.—Small sales only. Red quoted at 5¾@5½c. Lagos at 6¾@6½c.

COTTONSEED STEARINE is closely bought up to productions by Europe at irregular prices, as to quality. Quoted at 40c. per gallon for double pressed.

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WHAT WE DO WITH A STEER.

(Concluded from page 19.)

neys and in shape resembling them, being dark in color and about the size of a large lima bean. I am informed it takes the suprarenal glands from about 1,800 steers to make an ounce of adrenaline in its concentrated form, which is used in the treatment of the eyes, for which purpose it is very valuable, and also as a hemostatic, or to prevent the flow of blood during difficult surgical operations. Owing to the scarcity of these glands and their great value for the above as well as other purposes, I am told adrenaline ranges in price somewhere between gold and radium.

Thyroid glands, which lie close to the larynx and are dark in color, somewhat resembling a leech, are used in the manufacture of thyroidine and similar medicines, the principal use of which is in the treatment of goitre.

From this you will see that we are not only indebted to the steer for food and clothing, but medicine as well.

Oleo, you of course understand, is made from suet fat, out of which the oleo oil is pressed, leaving a product known as stearine, which latter is used largely by candy makers, and so far as I am concerned, I prefer that my children should buy such candy. Oleo is used extensively by bakers. The oleo oil is exported principally to Holland and there converted into butterine by being churned with a small quantity of cream or butter, and is sold principally in England and other European countries. The Hollanders are the very best customers we have for oleo products.

In this connection I want to call attention to the tax on colored butterine, imposed by the United States government, which greatly affects the value of oleo in this country and consequently the price of cattle. Some have estimated that it costs cattle producers one dollar per head to maintain this law in force.

I presume you would like to know where the marrow goes. In canning cattle we take the marrow out of the bones, which is used in Africa as butter, being sent there in cans in great quantities. I am informed they prefer it to butter.

When canning cattle the bones of the carcass are removed, thoroughly cleansed and dried, a great many of the larger ones being exported to Japan, where they are expert in carving them. I have no doubt some of you have been shown a sword scabbard by a Japanese, who assured you that particular scabbard had been carried by an ancient Japanese warrior hundreds of years ago, which probably was carved from the bones of a Chicago-killed steer and then returned to this country as a curio of great antiquity. The larger bones are also sawed into knife-handles and numerous other articles, and in some of the larger packinghouses the sawdust thus obtained is molded under great pressure into billiard balls and other useful and ornamental articles. The smaller bones are used principally in the manufacture of animal charcoal, used mostly for filtering purposes. I have seen a bottle of ink poured into a tube containing animal charcoal and come out as clear as water.

Of course you all understand something

about fertilizers, which are obtaining from the cooking tanks, being the residue left after other products are extracted from the small bones, offal and scraps from a packinghouse. These fertilizers are usually mixed with a phosphate rock procured in South Carolina and other Southern States, from which the nitrates are obtained. This manufactured product is sent South and used largely on the cotton lands, and they tell me that at some future time the best sugar people of the West will be obliged to buy packinghouse fertilizer to keep the ground in condition to raise a good crop of sugar beets.

I wish to say a few words regarding the selection of meats in a meat market, as so few housewives understand it. The American people are very peculiar in their extravagance regarding the buying of meats. A 1,200 lb. steer usually produces 250 lbs., possibly 280 lbs., of ribs and loins. It does not seem to matter what a man's income is, whether he is a working man or a millionaire, he usually does not want any part of the carcass but the ribs and loins, and when you hear the high price of meats mentioned, bear in mind it refers to these portions of the carcass, which are the only parts the American people seem to want.

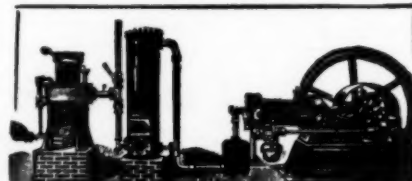
I happened to get off at a street corner in the heart of the laboring district in Chicago the other day and dropped into a butcher shop, as I often do when I have time, and noticed the butcher had nothing but choice ribs and loins hanging on his racks. I asked him why he did not keep some of the cheaper cuts, and he said it was of no use, as his customers would buy only the best.

It is no trouble at all to sell the choice portions, but our constant study is to dispose of the balance of the steer, which as you know is the greater portion, and just as wholesome as the ribs and loins, although perhaps not quite so tender, but still very good eating. The result is we have to export the bulk of what we call the rougher meats in pickle or cans, and frequently are

obliged to carry heavy consigned stocks in foreign countries before we are able to dispose of the product at anything like the cost to us. This necessitates the maintenance of numerous branch houses and a large force of traveling men all over the world selling the products of Western cattle, the raising of which is an industry you may well feel proud of, owing to the immeasurable, world-wide benefits derived therefrom, only a portion of which I have had time to mention.

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COTTONSEED OIL

WEEKLY REVIEW

THE NATIONAL PROVISIONER is an official organ of the Interstate Cottonseed Crushers' Association, and the official organ of the Oil Mill Superintendents' Association of the United States.

Improved Undertone—Better Prices—Steadily Increased Demand from Marseilles—Conservative Inquiry from Compound Makers—"Shorts" Rather More Freely Covering and Occasioning Part of the Advance—Large Sales of Crude in the Valley to the Refiners.

The New York market advanced this week moderately, more particularly in the early portion of it, part as the result of speculation but partly influenced by a materially increased export demand, more especially from Marseilles, and, as well, from the fact that a good deal of crude oil had been bought in the Valley and Texas, more particularly in the Valley, by the refiners.

While this market holds up to this writing firm, and may continue so for a few days, yet it would be clear that so much of the firmness of this week as has been due to working the market against "shorts" must disappear, and besides that it may be doubted that the export demand will continue at the stronger prices thus far of the week.

At this writing, however (Thursday), the Marseilles demand continues, as well as some inquiry from Rotterdam, for off oil and for edible oils. Indeed, inquiry is to-day coming in from other foreign markets, including Hamburg, and as they are asking for early shipments, or through the next two and three months, indicating that supplies are needed rather urgently, there is now more confidence in a portion of the trade, at least as to the cotton oil market at the prices, than before in this week. The best prices of the week, thus far, prevail to-day (Thursday), with a further advance on the prices of the day before. Marseilles, by its late buying here, has been able to resupply at a profit on its before sales to Austria, which latter were mostly made before the late turn to lower prices, but which had been followed by the more recent advance.

While the actual demand for the oil, as in-

dedicated from the exporters and, as well, from the refiners for the crude oil, were sources for a moderate degree of firmer prices at the seaboard for the refined oil, yet the remainder of the stronger tendency of the prices for the refined was had from speculative sources, and as partly occasioned by demand from the "shorts."

The compound makers were not moved to buying by the more sensitive conditions of the cotton oil market, although that inquiries from them were of a rather more positive character.

The compound makers are getting more of a business in compound lard, by reason of the late firmer attitude of the pure lard market. As most of the compound makers are not holding more than moderate supplies of the oil, they would likely be compelled to buy supplies more freely of it if the pure lard market should hold its present strong temper.

But we regard the lard market as sensitive to hog supplies at the packing points, and that it gains in strength only as the hog receipts may prove moderate upon some one day, and that it is likely to react when the hogs are, as happens frequently, liberally received at the packing points. In other words, we do not think that the lard market is, as yet, ready for more than occasional strong prices, yet do not think that it can decline very materially, but that as it may go up moderately it is likely to have reactions to the extent of the improvement, at least in the near future.

The takings of the crude oil by the refiners, latterly, close to 100 tanks in the Valley and Texas, chiefly in the Valley, at 23½¢. Besides which about 25 tanks have been taken, in lots, in the Southeast, at 23½¢. This price was further bid, and afterwards 24¢. bid for some lots in Georgia, Alabama and the Carolinas.

While the crude oil is more firmly held

than it had been before, latterly, yet the mills concerning the price of it are not as sensitive to the stronger tendency that has been shown at the seaboard for the refined.

There is a good deal of crude oil yet to sell in the Southeast and the Valley, but probably not much in Texas, and this is probably the reason for the absence of spurt tendency to prices for it and lack of full sympathy with the seaboard markets for the refined, although, naturally, the mills get a little more confidence from the refined oil market, and have advanced their prices but only ½¢. Moreover, it is indicative of the feeling prevailing that some portion of the advance in the prices of the refined oil is due to speculation, and that portion of it is likely to have a reaction, however that part of it could be held from the merits of the export and other demands.

On export account, in the refined oil at the seaboard the business has been essentially with Marseilles, although there is a little other foreign inquiry, more particularly from Rotterdam, but which latter does not lead to much trading.

But Marseilles has been compelled to buy because it had let go a fair portion of its holdings to Austria before the time of its new impost rates. As before remarked, it will have to be developed as to whether it will follow the more recent advance.

The other sections of Europe in making inquiries here for supplies, are doing so more because of the feeling on their part that the late recovery from the declining tendency may be a permanent turn that way, yet that they have sufficient doubt about it to check them in paying the advanced prices, and on the whole that their bidding is under the market.

There is little doubt but that some little business has yet to be done with Europe, but that, on the whole, it will wait until clearer ideas than can be had at present pre-

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vail as to market prices, although that Marseilles must necessarily replenish supplies and that Rotterdam will need a good deal more of the oil for consumption.

The oleo oil situation points to the same laggardness on the part of Rotterdam in buying cottonseed oil, however, that it is showing some interest in it, as has been observed.

The oleo oil continues to have a slow sale to Rotterdam at its late reduced prices, yet it rather looks as though there would soon be an improvement in the demand for the oleo oil and consequently for the cotton oil from the Rotterdam butter makers. And this opinion is based upon the fact that the butterine business in Rotterdam is of a good, healthy character, and that it is likely to continue so to the dairy making season of England in the spring months, whereby the accumulated stocks of the oleo oil and cotton oil are being steadily reduced in the Dutch markets, and particularly so because of the reserved buying for some time of the products by Rotterdam.

The linseed markets of Europe are steadily yielding, but in a slight way further, in price, with the linseed oil in London, at this writing, at 20s. This tends to the somewhat tame feeling on the part of the foreign markets to meet the stronger prices this week in this country for cottonseed oil, although, as we have before remarked, some of the foreign sources are buying as they are compelled to buy, as in the instance of the Marseilles demand, and others are making freer inquiries here, without, as yet, doing much business.

The compound makers, those at the West, have been a little stirred up by the recent turn in the cotton oil market, but not sufficiently so to bring about much business with them, since they decline to meet the advanced prices asked.

An increased compound lard trading has been done this week, and it would seem as if both the distributors and compound makers were contemplating advanced prices for the compound lard by reason of the late stir in the prices of the pure lard, particularly as the distributors of the compound lard watch the situation closely, and like to discount in liberal buying ahead any possible advance in the prices of the product.

The cotton oil market has worked this week more independent of other market influences than ordinarily, and by standing, in part alone, there is room for the opinion that its slightly bulging tendency may be modified.

New York Transactions.

The market at the close of last week (Feb. 24) showed an advance of $\frac{1}{2}$ c., with the better export demand. Sales then were 400 bbls. prime yellow, May, at $31\frac{1}{4}$ c.; 200 bbls. do., at $31\frac{1}{4}$ c.; 1,000 bbls. July, at $31\frac{1}{2}$ c.; 1,000 bbls. do., at $31\frac{1}{2}$ c.; 900 bbls. do. at $31\frac{3}{4}$ c. "Call" prices: February, $30\frac{1}{2}$ @ $30\frac{3}{4}$ c.; March, at $30\frac{1}{4}$ @ $30\frac{3}{4}$ c.; May, at $30\frac{3}{4}$ @ $31\frac{1}{4}$ c.; July, at $31\frac{1}{4}$ @ $31\frac{1}{2}$ c.; September, at $31\frac{3}{4}$ @ $32\frac{1}{4}$ c.

On Monday the opening was firm at the advance of Saturday, but the close showed $\frac{1}{2}$ c. decline, with some pressure to sell. Sales, 300 bbls. prime yellow, March, at $30\frac{1}{2}$ c.; 1,000 bbls. May, at $31\frac{1}{4}$ c.; 100 bbls. July, at $31\frac{3}{4}$ c.; 900 bbls. do. at $31\frac{1}{2}$ c.; 1,000 bbls. September, at 32c. "Call" prices: February, at $30\frac{1}{4}$ @ 31 c., and $30\frac{1}{2}$ @ 30 c.; March,

at $30\frac{1}{2}$ @ 31 c., and $30\frac{3}{4}$ @ $30\frac{3}{4}$ c.; May, at $31\frac{1}{4}$ @ $31\frac{1}{2}$ c., and $30\frac{3}{4}$ @ 31 c.; July, at $31\frac{3}{4}$ @ 32 c., and $31\frac{1}{4}$ @ $31\frac{1}{2}$ c.; September at $32\frac{1}{4}$ @ $32\frac{3}{4}$ c., and $31\frac{1}{2}$ @ 32 c.

On Tuesday the market opened firm, and by the close had shown an advance of $\frac{1}{4}$ @ $\frac{1}{2}$ c. Sales, 100 bbls. prime yellow, March, at $30\frac{1}{2}$ c.; 100 bbls. do. at $30\frac{3}{4}$ c.; 2,300 bbls. do., at 31c.; 100 bbls. July, at $31\frac{1}{4}$ c.; 600 bbls. do., at $31\frac{1}{2}$ c.; 1,300 bbls. do. at $31\frac{3}{4}$ c. "Call" prices: March, at $30\frac{1}{4}$ @ $30\frac{3}{4}$ c.; May, at $30\frac{3}{4}$ @ $31\frac{1}{4}$ c.; July, at $31\frac{1}{4}$ @ $31\frac{1}{2}$ c., and $31\frac{1}{4}$ @ $31\frac{1}{2}$ c.; September, at $31\frac{3}{4}$ @ $32\frac{1}{4}$ c., and $31\frac{1}{2}$ @ 32 c.

On Wednesday the market opened strong, and on small sales showed about $\frac{1}{2}$ c. advance. The early "call" prices: March, at $30\frac{1}{4}$ @ $31\frac{1}{4}$ c.; May, at $31\frac{1}{4}$ @ $31\frac{1}{2}$ c.; July at $31\frac{3}{4}$ @ 32 c.; September, at $32\frac{1}{2}$ @ $32\frac{3}{4}$ c. Sales then and immediately after the "call": 100 bbls. July, at 32c.; 100 bbls. do. at $32\frac{1}{4}$ c.; 100 bbls. March, at $31\frac{1}{2}$ c.; 200 bbls. do. at $31\frac{1}{2}$ c.; 100 bbls. May, at $31\frac{3}{4}$ c., and later in the day continued firmness, with sales of 400 bbls. July at $32\frac{1}{4}$ c., and 1,400 bbls. May, at $31\frac{3}{4}$ c. Last "call" prices: March, at $31\frac{1}{4}$ @ $31\frac{3}{4}$ c.; May, at $31\frac{1}{2}$ @ 32 c.; July, at 32 @ $32\frac{1}{2}$ c.; September, at $32\frac{1}{2}$ @ 33 c.

On Thursday the market opened quiet and about $\frac{1}{4}$ c. higher, with early "call" prices: March, at $31\frac{1}{2}$ @ 32 c.; May, at $31\frac{3}{4}$ @ $32\frac{1}{4}$ c.; July, at $32\frac{1}{4}$ @ $32\frac{3}{4}$ c.; September at 33 @ $33\frac{1}{2}$ c.; immediately after the "call" prices were even better. Sales of 400 bbls. May, at $32\frac{1}{4}$ c., and 300 bbls. July at $32\frac{3}{4}$ c.; last "call" prices: March, at $31\frac{3}{4}$ @ $32\frac{1}{4}$ c.; May, at $32\frac{1}{4}$ @ $32\frac{3}{4}$ c.; July, at $32\frac{3}{4}$ @ 33 c.; September, at $33\frac{1}{4}$ @ $33\frac{3}{4}$ c.

(Continued on page 42.)

At the Mills.

After the large sales of the crude that are referred to, chiefly at $23\frac{1}{2}$ c., the market was at $23\frac{1}{2}$ c. bid, and 24c. asked, but, at this writing, some bids have been advanced to 24c. in the Southeast.

Export Demands.

Rotterdam has been bidding for off grade $29\frac{1}{2}$ c. f. o. b. at New Orleans. It, as well as some of the other foreign markets, have been taking choice oils in a light way, or some 1,500 bbls. for the week, at 33 @ 34 c. It is estimated that Marseilles has taken within the last ten days about 20,000 bbls. prime yellow for deliveries up to and including May, at from 31 @ $31\frac{1}{4}$ c., in order to fill in a stock depleted by late shipments to Austria, and there is more or less demand steadily from Marseilles. But, aside from making a few bids, no other foreign market is, as yet, buying materially. The fact, however, that there is the indicated demand from Marseilles helps the market, particularly as there had been a long spell of dullness in trading with all foreign markets. At the close Rotterdam, Hamburg, as well as Marseilles and some other foreign markets, are more urgent in bidding.

Compound Makers' Demands.

There is a little more of a demand from compound makers, but it fails to reach the asking prices, since the compound makers doubt the stability of the advance this week, although that some of them would soon want oil supplies, as there is returning animation in the trading in compound lard through the just, at present, better lard market. For bleaching grade of the cotton oil, in tanks,

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29c. would be paid in Chicago, while about 29½c. is asked.

Cottonseed Meal.

The falling off in the demand from Europe has led to still weaker prices for the cottonseed meal, which is now quoted at \$29.50, long ton, at New Orleans. The highest price there for the season was \$32.50, showing a decline from that basis of \$3 per ton.

COTTONSEED OIL EXPORTS

Exports of cottonseed oil for the week ending March 1, 1906, for the period since September 1, 1905, and for the similar period in 1904, were as follows:

From New York.

Port.	For week. 1, 1905.	Since Sept. 1, 1905.	Same period 1904.
Bbls.	Bbls.	Bbls.	
Aalesund, Norway	25	150	—
Aberdeen, Scotland	—	60	70
Acapulco, Salvador	—	12	25
Adelaide, Australia	—	—	53
Alexandria, Egypt	123	2,872	2,511
Algiers, Algeria	—	2,571	3,531
Algoa Bay, Cape Colony	—	238	23
Anapoli, W. I.	10	10	—
Ancona, Italy	—	150	425
Antigua, West Indies	—	645	76
Antwerp, Belgium	—	5,150	1,491
Auuncion, Venezuela	4	53	—
Auckland, New Zealand	12	77	86
Bahia, Brazil	—	656	—
Barbados, West Indies	35	527	610
Barcelona, Spain	—	50	—
Belfast, Ireland	—	133	25
Bergen, Norway	50	300	300
Berlin, Germany	—	12	—
Bombay, India	—	9	—
Bone, Algeria	—	81	380
Bordeaux, France	—	2,695	2,395
Braila, Roumania	—	175	—
Bremen, Germany	—	205	—
Bridgetown, West Indies	85	121	435
Bristol, England	—	—	10
Buenos Ayres, Argentine Rep. ..	60	1,203	1,093
Cadiz, Spain	—	54	10
Callao, Peru	—	40	—
Cairo, Egypt	—	90	—
Campeche, Mexico	—	42	—
Cape Town, Cape Colony	506	1,854	406
Cardenas, Cuba	—	84	—
Cardiff, Wales	—	100	10
Cartagena, Colombia	—	3	4
Cayenne, French Guiana	76	205	151
Christiania, Norway	—	930	526
Christiansand, Norway	50	100	25
Cienfuegos, Cuba	—	185	47
Ciudad Bolivar, Venezuela	—	40	9
Colon, Panama	34	427	340
Conakry, Africa	—	194	45
Copenhagen, Denmark	—	645	2,480
Corinto, Nicaragua	—	80	110
Curacao, Leeward Islands	—	41	6
Danzig, Germany	—	1,500	2,350
Delagoa Bay, East Africa	—	9	21
Demerara, British Guiana	81	901	689
Drontheim, Norway	25	125	25
Dublin, Ireland	25	50	76
Dundee, Scotland	—	65	25
Dunkirk, France	—	910	200
East London, Cape Colony	—	125	—
Fiume, Austria	—	385	2,000
Fort de France, West Indies	36	36	1,410
Fredericton, Australia	—	—	58
Galatz, Roumania	—	1,215	1,250
Genoa, Italy	500	6,515	21,304
Georgetown, British Guiana	—	10	124
Gibraltar, Spain	—	1,607	465
Glasgow, Scotland	400	3,857	3,060
Gothenberg, Sweden	—	870	1,656
Grand Bassam, W. Africa	—	10	—
Grenada, Spain	—	11	—
Guadeloupe, West Indies	170	840	1,304
Guantanamo, Cuba	—	22	—
Guayaquil, Ecuador	—	59	45
Half Jack	—	4	—
Hamburg, Germany	—	5,137	2,684
Havana, Cuba	12	1,931	985
Havre, France	1,400	12,789	17,706
Helsingberg, Sweden	—	28	—
Helsingfors, Finland	—	50	—
Hong Kong, China	—	—	108
Hull, England	—	115	225
Jacmel, Haiti	—	—	3
Jamaica, West Indies	—	—	56
Kington, West Indies	88	1,714	1,584
Kobe, Japan	—	1,598	—
Konigsberg, Germany	—	600	1,050

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Kustendji, Roumania	—	75	—	Tampico, Mexico	—	5	—
La Guaira, Venezuela	3	68	530	Tangier, Morocco	48	613	200
Leghorn, Italy	—	657	10,226	Trieste, Austria	—	60,407	21,166
Leith, Scotland	—	70	50	Trinidad, Island of	12	180	792
Lisbon, Spain	—	20	—	Tunis, Algeria	—	—	116
Liverpool, England	299	3,416	2,942	Turk's Island, West Indies	—	9	—
London, England	100	2,630	1,639	Valletta, Maltese Island	—	—	1,120
Macoris, San Domingo	—	413	1,165	Valparaiso, Chile	—	727	1,280
Malmo, Norway	—	21	15	Venice, Denmark	—	—	200
Malta, Island of	—	2,267	1,168	Venice, Italy	—	5,624	21,967
Manchester, England	75	812	370	Vera Cruz, Mexico	5	225	111
Mannos, Brazil	—	15	16	Wellington, New Zealand	—	37	70
Manzanillo, Cuba	—	50	—	Yokohama, Japan	—	33	19
Maracallo, Venezuela	—	7	8				
Marseilles, France	—	28,115	38,529	Total	6,370	204,543	213,404
Martinique, West Indies	—	2,493	1,017				
Masduwah, Eritry	—	259	120				
Matanzas, West Indies	23	34	39				
Mauritius, Island of	—	8	—				
Melbourne, Australia	—	253	375				
Montego Bay, West Indies	—	13	58				
Montevideo, Uruguay	240	2,041	2,874				
Naples, Italy	50	572	3,561				
New Castle, England	—	—	20				
Neuvas, Cuba	—	14	—				
Oran, Algeria	—	1,068	3,533				
Panama, Panama	—	—	38				
Pernambuco, Brazil	—	507	—				
Phillippeville, Algeria	—	—	603				
Pointe a Pitre, West Indies	—	692	225				
Port Antonio, Jamaica	—	70	94				
Port au Prince, West Indies	4	35	51				
Port Cabello, Venezuela	—	—	7				
Port Limon, Costa Rica	—	37	25				
Port Louis, Mauritius	—	8	—				
Port Natal, Cape Colony	—	—	170				
Port of Spain, West Indies	—	—	84				
Port Said, Egypt	25	25	624				
Progreso, Mexico	—	180	61				
Puerto Plata, San Domingo	—	81	30				
Rio Grande do Sul, Brazil	—	9	—				
Rio Janeiro, Brazil	—	2,969	3,554				
Rotterdam, Holland	800	6,355	6,821				
St. Croix, West Indies	—	147	581				
St. Kitts, West Indies	—	—	11				
St. Thomas, West Indies	—	—	37				
San Domingo City, San Domingo ..	189	1,122	87				
Santiago, Cuba	21	244	24				
Santos, Brazil	412	1,004	970				
Sekondi, China	—	10	—				
Shanghai, China	—	—	19				
Sierra Leone, Africa	—	28	21				
Singapore, India	—	—	95				
Southampton, England	—	575	700				
Stavanger, Norway	—	194	300				
Stettin, Germany	158	4,463	3,675				
Stockholm, Sweden	—	260	400				
Swansea, Wales	—	25	—				
Sydney, Australia	—	25	478				

From New Orleans.

Antwerp, Belgium	200	6,536	5,410
Belfast, Ireland	—	275	450
Belize, Br. Honduras	—	27	—
Bremen, Germany	—	3,143	1,696
Bristol, England	5,200	5,200	—
Christiania, Norway	—	460	—
Coatzacoalcas, Mexico	—	13,320	—
Copenhagen, Denmark	—	6,143	1,680
Dunkirk, France	—	500	—
Genoa, Italy	—	100	301
Glasgow, Scotland	—	1,658	3,686
Hamburg, Germany	—	14,030	11,296
Havana, Cuba	—	912	921
Havre, France	—	2,265	1,310
Hull, England	—	—	600
Liverpool, England	—	6,376	10,255
London, England	—	3,700	4,530
Manchester, England	—	600	550
Marseilles, France	—	6,100	8,575
Porto Rico, West Indies	—	—	65
Rotterdam, Holland	200	59,452	66,580
Tampico, Mexico	—	423	—
Trieste, Austria	—	4,550	13,687
Venice, Italy	—	—	50
Vera Cruz, Mexico	—	100	—

Total

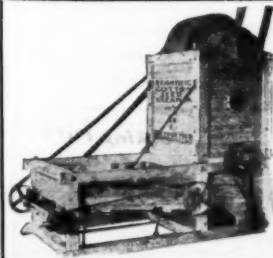
5,600 135,887 131,928

From Galveston.

Antwerp, Belgium	—	—	3,060
Copenhagen, Denmark	—	100	—
Glasgow, Scotland	—	201	—
Hamburg, Germany	—	3,000	1,513
Liverpool, England	—	—	1,950
Marseilles, France	—	—	3,350
Rotterdam, Holland	—	20,468	50,119
Tampico, Mexico	—	8,822	3,263
Trieste, Austria	—	7,400	4,204
Vera Cruz, Mexico	3,040	3,040	6,534

Total

3,040 41,031 74,048



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Antwerp, Belgium	20	1,270	750
Belfast, Ireland	—	—	100
Bremen, Germany	—	648	240
Bremerhaven, Germany	—	—	200
Copenhagen, Denmark	—	—	805
Glasgow, Scotland	—	170	—
Hamburg, Germany	—	2,810	100
Havre, France	—	100	200
Liverpool, England	—	80	—
Rotterdam, Holland	1,000	4,315	4,338
Stettin, Germany	—	—	530
Total	1,020	9,402	7,353

From Philadelphia.			
Antwerp, Belgium	—	—	104
Coin Island	—	—	1
Hamburg, Germany	—	161	—
Rotterdam, Holland	—	200	6,060
Total	—	361	6,765

From Savannah.			
Bremen, Germany	—	3,510	—
Christiania, Norway	—	—	844
Gothenburg, Sweden	—	1,155	—
Hamburg, Germany	—	2,285	—
Havre, France	—	2,830	—
London, England	—	275	—
Rotterdam, Holland	—	24,650	—
Stavanger, Norway	—	107	—
Trieste, Austria	—	321	—
Total	—	33,267	—

*Not given.

From Newport News.			
Glasgow, Scotland	—	420	—
Hamburg, Germany	—	14,903	7,320
Liverpool, England	—	—	1,400
London, England	—	909	145
Rotterdam, Holland	—	9,329	6,127
Total	—	25,651	14,992

From All Other Ports.			
Canada	—	500	7,470
Germany	—	—	400
Guatemala	—	—	10
Honduras	—	—	8
Japan	—	—	2
Liverpool, England	—	—	10
Mexico	—	—	2
Salvador	—	—	60
Total	500	7,971	7,416

Recapitulation.			
From New York	6,370	204,543	213,404
From New Orleans	5,000	135,887	131,923
From Galveston	3,040	41,031	74,043
From Baltimore	1,020	9,402	7,353
From Philadelphia	—	361	6,765
From Savannah	—	36,267	—
From Newport News	—	25,651	14,992
From all other ports	500	7,971	7,416
Total	16,330	461,113	455,896

*Not given.

COTTONSEED OIL SITUATION.

(Special Letter to The National Provisioner from Aspegren & Co.)

New York, March 1, 1906.

Conditions have changed considerably during

the past week. On Wednesday and Thursday a buying wave from Europe started. The reason was an advance in competing vegetable oils which placed them on a comparatively higher level than cotton oil. As a matter of fact, when two weeks ago May oil in New York was selling at 31½c. most all of the European markets were on basis of 28½c., but when we declined to 30½c. for May the European market, instead of getting away further, met us and paid the market value in America.

During the past seven days practically every offer made to Europe by exporters have been accepted, and we estimate sales during the past ten days to amount to about 50,000 bbls. This estimate is based on our own sales which amounted to a little over 20,000 bbls. A great deal will naturally depend upon how much more oil Europe will want. As long as they buy the market should continue to advance, but when their buying is over things may relapse into dullness here.

The domestic demand is fair and the demand for compound lard continues pretty good. Crude oil has not advanced as much as refined on account of scarcity of tank cars, and while refined has scored an advance of 2c. per gallon, we can hardly estimate the advance in crude at more than 1c. The European situation has to be watched pretty carefully, as same will probably determine the outcome of the present movement. Produce Exchange prices at 3:30 o'clock to-day were as follows: Prime summer yellow cottonseed oil—March, 32c. sales; May, 32½c. sales; July, 33c. sales; September, 33½c. bid, 33¾c. asked. We further quote: Prime winter yellow cottonseed oil, 34c.; prime summer white cottonseed oil, 34c.; Hull quotation of cottonseed oil, 19@21½c.

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., March 1.—Crude oil is a shade firmer at 24c. for Texas and Valley. Refined is in better demand, also cake, the latter selling at \$28.50 per long ton, meal at same price, ship's side. Hulls are weaker at \$6, New Orleans.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., March 1.—The oil market is rather quiet, though there is some inquiry for oil at 24c. bid; sales light. Meal is in better demand at \$28 f. o. b. Galveston.

Atlanta.

(Special Wire to The National Provisioner.)

Atlanta, Ga., March 1.—Prime crude oil 24 @24½c.; small sales. Prime meal, \$23.50 @24. Hulls \$5.25 @5.50, according to freights.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., March 1.—Cottonseed oil market is dull; prime crude, 24½c. Prime meal is quiet at \$24.50 @25, loose. Hulls \$4.50 @5.

Kansas City.

(Special Wire to The National Provisioner.)

Kansas City, Mo., March 1.—Cotton oil market opened dull, but closes decidedly stronger and more active, with price ½@1c. per gallon over last week. Prime crude, 23 @23½c. bid, and 24c. asked in the Southwest.

CABLE MARKETS

Rotterdam.

(By Cable to The National Provisioner.)

Rotterdam, March 2.—Cottonseed oil market is firm and advancing. Sales of off oil at 24 florins, prime summer yellow at 24½ florins, and butter oil at 26½ florins.

Antwerp.

(By Cable to The National Provisioner.)

Antwerp, March 2.—Cottonseed oil market is firm and advancing, with good demand for off oil at 50 francs.

Hamburg.

(By Cable to The National Provisioner.)

Hamburg, March 2.—Cottonseed oil market is firm with good demand. Sales of off oil at 41¼ marks, prime summer yellow at 41¼ marks, and butter oil at 44½ marks.

Marseilles.

(By Cable to The National Provisioner.)

Marseilles, March 2.—Cottonseed oil market shows a heavy demand. We estimate Marseilles has bought about 30,000 bbls. the last two weeks. Sales to-day at 5½ francs for March delivery of prime summer yellow. Winter oil at 55 francs.

Liverpool.

(By Cable to The National Provisioner.)

Liverpool, March 2.—Cottonseed oil market is quiet at 21s. for prime summer yellow, 20s. for off oil, e. i. f. English ports.

Southern Office and Works:
Norfolk, Va.

COTTON OIL & FIBRE CO.

Land Title Bldg.
Philadelphia, Pa.

Producers of
**Crude and Refined Cotton Seed Oil, Cotton Seed Cake,
Hulls, Mixed Hulls, Linters, Etc. Prime Cotton Seed Meal "Cofco" Brand.**

Samples free on request Net 100 lbs. fully decorticated.

GUARANTEED ANALYSIS—
Ammonia, not less than 8.50 per cent. Nitrogen, not less than 7 per cent. Protein, not less than 43 per cent. Crude Oil and Fat, not less than 9 to 10 per cent.

HIDES AND SKINS

(Daily Hide and Leather Market.)

Chicago.

PACKER HIDES.—The market continues weak particularly on native steers and cows. Trade is as dull as ever and if it were not that the packers have still a good many branded hides to deliver on old sales they would be more anxious for business. As it is there will be plenty of work for cellar men during most of this month and as the packers were carrying less stock than usual in all varieties previous to the present dull period they will not be short of room for hides until near April first. They hope that before that time some of the tanners who are running short of hides will come into the market. The tanners, however, will hold off as long as possible and wait for shorter haired hides especially as the packers are holding their February hides too high as compared with the leather market and also as compared with the prices that ruled for better hides last Fall. The market on February native steers is not quotable over 14½¢, and in fact one large packer is offering to sell at this price, but buyers are not making bids as their views are about 14¢. since good hides were sold by small packers at this figure. There is nothing doing in branded hides and these are fully ¼¢ lower than formerly, with prices quotable nominally about 14½ to 14¢. for heavy and light Texas, 13½ to 13¼¢. for butt brands and Colorados and not over 13¼¢. for branded cows. Native cows are also entirely nominal at about 14 to 14¼¢. for heavy and 13¼ to 14¢. for light.

COUNTRY HIDES.—The market continues to show a slightly steadier tone than existed a while ago and most holders are feeling firmer. A large packer has sold two cars of buffs and heavy cows running 40 lbs. and up from his country hide branch in Indianapolis at 12¢. and a local dealer reports having declined 12¢. yesterday for 25 lb. and up cows, and all of the dealers here claim to be holding these at 12¼¢. An upper leather tanner is bidding 11¢. for all No. 2 buffs here who was formerly not willing to pay over 10¼¢. for these. It is understood that sole leather tanners are still bidding 12¢. for 50 lbs. and up cows and at outside points they are buying at 11¼¢. Chicago freight and picking up some lots of all weights at 11¼¢. Chicago freight. The buff market to-day is quotable at 11¼ to 12¢. and heavy cows at 12 to 12¼¢. Extremes are still very much neglected and rule nominal at 11¼ to 12¢. Late receipt heavy steers are nominal at 12½ to 13¢. but choice Fall hides are held higher. Bulls are dull at 10¼ to 11¢.

CALFSKINS.—A local tanner has bid 14½¢. for Chicago city skins and expects to buy this week at that price. There are no other bids over 14½¢., but last sales of Chi-

cago cities alone were at 14¼¢. Outside cities are quiet at 14¼ to 14½¢., and countries are hard to move at better than 14¢. even for good lots. Kips keep very dull at 12 to 12½¢. nominal for late receipts and deacons 77½ to 80¢., and 97½ to \$1.

LATER.—A big packer has sold about 10,000 calfskins at 15¢. flat. A big packer offers his skins at 14¼¢. flat, but may accept 14¼¢. flat, as some Chicago city skins are included. It is estimated that there are 20,000 packer kips held by two big packers for which there are some bids here at 12½¢. for the earliest salting in them.

HOKSEHIDES.—Sales at \$4.10@4.15, with last sales of special lots on strict selection at \$4.25.

SHEEPSKINS.—Last sales of packer pelts pretty well cleaned up the market in Chicago, though there are fair sized offerings at Western packing points. Chicago packer sheep rule at \$2 to \$2.05 and lambs at \$1.85 to \$1.87½. Only small sales are reported of country skins and these mostly range from \$1.25 to \$1.50.

New York.

DRY HIDES.—The last arrival of 3,000 Puerto Cabellos, etc., has been sold at 24¢. There are no stock on the market except about 4,000 Bogotas and Central Americans just in.

CITY SLAUGHTER HIDES.—No further sales have been reported and the market is dull. Part of a car of Newark butcher native steers have been sold at 13¼¢., running back into January salting. Cows are neglected with buyers' views considerably under those of packers.

New York Butchers' Hides and Skins.

(Special Report to The National Provisioner.)

GREEN SALTED COUNTRY BUTCHERS' HIDES AND SKINS.—The market is dull and featureless, with a strong tendency to lower prices. Large buyers are out of the market. Quotations: No. 1 native steers, 60 lbs. up, 11½@11¼¢.; No. 2 native steers, 60 lbs. up, 10½@10¼¢.; No. 1 native steers, under 60 lbs., cows and heifers, all weights, 9½@9¼¢.; No. 2 native steers under 60 lbs., cows and heifers, all weights, 8½@8¼¢.; No. 1 native bulls, 9½@9¼¢.; No. 2 native bulls, 8½@8¼¢. Branded hides are accepted as No. 2 in respective selections.

CALFSKINS.—Calfskins are quiet, with few sales, buyers being largely out of the market. Quotations: Trimmed, 5-7 lb., 85@90¢.; 7-9 lb., \$1.00@1.10; 9-12 lb., \$1.25@1.35. Kips, 12 lbs. up, \$1.45@1.60; deacons, 50@60¢.; 15¢. less per piece on No. 2 and 20¢. less on No. 2 kips. Untrimmed—No. 1, 7-15 lb., 10@10½¢.; No. 1, 15 lbs. up, 8@9¢.; No. 2, 1¼¢. less per lb.

Leather.

Although reports from Milwaukee continue to give trading as good the market here keeps very dull and there is not much doing in Boston. The fact that practically all of the sole cutters are making union strips from heavy backs and that these union strips are being sold extensively to the findings trade is hurting the market on both union and oak whole leather. Most sole cutters are obliged to make strips, as they can't sell heavy weight high priced soles. Most of these strips are selling at low prices, ranging from 38 to 44¢., and they were bringing a year ago fully 5¢. more when union backs were higher.

CARROLL S. PAGE, HYDE PARK, VT.

Green Calfskins, Country Hides, Sheep Pelts, Tallow, Bones.

Wool Puller and Tallow Renderer

Manufacturer of Page's Perfected Poultry Food

A NEW STURTEVANT ENGINE.

(Concluded from page 23.)

removable oil-tight plates or covers make the parts as accessible as in the open type of engine.

The cylinder, with which is cast the valve chamber, is provided with relief valves which, by opening automatically at any pre-determined pressure, prevent possible damage by water. A planished sheet-iron cylinder casing enclosing a thick layer of asbestos greatly reduces condensation. This lagging need not be disturbed, for the cylinder is tapped for the indicator. The flow of steam to and from the cylinder is controlled by a perfectly balanced piston valve possessing the simplicity of the plain slide valve, but requiring the minimum of power to operate it. The snap rings on this valve insure tightness, and the bushing in which it moves may be easily replaced when worn. A Rites governor, placed within the heavy fly wheel, gives motion to the valve through the medium of a rocker, and alters the cut-off by changing the valve travel, permitting only 1½ per cent. variation in speed between no load and full load. The hollow cast-iron piston, strengthened by internal ribs, is fastened to the piston rod by a forced taper fit, secured by a nut. To prevent leakage without unduly increasing friction, the cast-iron packing rings are turned to a perfect contact.

Further particulars concerning this new type may be had on application to The B. F. Sturtevant Company, Hyde Park, Mass.

BRANCH IN A REFRIGERATOR CAR.

Pending the erection of its new branch house at New Haven, Conn., the Schwarzschild & Sulzberger Company will do business in a 65-foot palace refrigerator car placed on the New Haven railroad tracks between the offices and the depot. The company sold its old site to the railroad and had to vacate at once. The new car will be handsomely fitted up and will serve as office and cooler until the new house is done.

A QUICK CLEARING HOUSE.

Dispose of your old equipment at a good price through the "For Sale" department on page 48.

Country Butchers

Before Disposing of HIDES and SKINS would do well to Write for Prices to

U. S. Leather Co.

Country Hide Department,
E. J. SCHWARZ, Manager

Newark Branch,
Cor. Cross and Spring Sts.,
NEWARK, N. J.

Cleveland Branch,
Cor. James and Merwin Sts.,
CLEVELAND, OHIO.

Cumberland Branch,
CUMBERLAND, MD.

HIDES UP!

after being salted with RETSOF CRUSHED ROCK SALT will bring more money on account of receiving a thorough, honest cure. No time in RETSOF; just the pure Salt supplied by Nature. We merely crush and screen to meet the requirements. The fact that RETSOF spreads evenly—being dry—causes the hide to be cured uniformly; the Salt can be used several times, thus making it the most economical we know of.

That we are never too old to learn is exemplified by the following: A hide man who had used evaporated Salt for many years was induced recently to put down a pack of 25 hides with RETSOF and a pack of same number with evaporated; when taken up the pack salted with RETSOF had increased in weight 34 lbs. more than the other pack.

If you are skeptical give RETSOF a similar trial, that is all we ask.

Address

INTERNATIONAL SALT CO.
SCRANTON, PENNA., or CHICAGO, ILLS.



CHICAGO SECTION



Lard stocks are increasing rapidly.

And in the meantime, what's become of that Panama Canal?

Is it going to be a question of wheat eater versus rice eater?

That was a joke about four cent hogs. They meant four cent eggs.

Worth your while to look over page 48, also to make use of it at one dollar per.

Swift & Company are building a large ice house on the south shore of Lake Calumet.

The Coliseum put up the greatest dairy show ever, not excepting Hyde's \$100,000 affair.

Did anyone hear of any funny cracks being made by one Chauncey at the recent wedding—What?

Strange how the "old feeling" comes over these bank and life insurance presidents from time to time.

Swift & Company's sales of fresh beef in Chicago for the week ending Feb. 24 averaged 6.36 cents per pound.

Is it not about time a bunch of these food fakirs, government and insurance grafters and that ilk obeyed the "call of the desert?"

On March 1 the commission rule recently adopted by the Board of Trade became effective. All traders are now brokers and salaried positions are abolished.

Col. A. J. Lovejoy sold his prize winning Berkshire hog "Masterpiece" last week to W. F. Corsa, of Whitehall, Ill., for \$2,500, the highest price ever paid for a hog.

John Sebastian, passenger traffic manager for the Rock Island road, has also been appointed passenger traffic manager for the Frisco and Eastern Illinois roads.

Those packers who have not gone into the by-products question should do so without loss of time. It means considerably larger profits at no extraordinarily great outlay.

Some one said truthfully, "Small ads should be changed frequently and emphatically ex-

press but one idea." See page 48. All successful men believe in advertising.

The Burlington will extend the Billings line this summer, going through the Big Horn country to Denver. Also from Billings northwest to Great Falls, some 250 miles.

Board of Trade memberships are advancing steadily and the \$4,000 mark is confidently expected to be reached. The highest price ever paid was \$4,800, about twenty years ago.

Swift's milk-fed chicken demonstrator at the Pure Food Show remarked, "None but healthy cocks crow," and the opinion seemed to tickle those old roosters from The Yards.

Automobiling seems to be quite as interesting in Italy as in Evanston, with the difference, however, that Evanston places the bumps on the road and Italy on the head.

Miscarriages seem to happen with less frequency of late in Justice Courts and injustice shops. Evidently the public—so long "be damned"—is beginning to sit up and take notice.

Old Reader—Your question about the dog with a can tied to his tail is too undignified for us to answer. It may be canned sausage, but we are not familiar with such witticisms. Back up!

J. Ogden Armour, with the gift of \$25,000, heads a list of contributors to the sum necessary to purchase ground on which the new George Smith addition to St. Luke's Hospital is to be built.

Battle Creek, Mich., may be expected to be in the field soon with "Garfield Breakfast Food," or some enterprising sausage foundry supplyhouse with "Garfield Skissidge Filler," the "swellest" ever.

George W. Higgins, 40 years old, employed in the offices of Armour and Company, died on the operating table at the Marion Simms Hospital last week. He lived at No. 1014 Pratt avenue. He was suffering from a brain disease.

Those impecunious Frenchmen have a splendid look-in to make a few francs by kidnapping a few Hydes, Rockefellers, McCurdys, et al., and demanding a handsome ransom, or failing that, crate 'em and sell to the United States Government.

The Alton Road has ordered 200 hopper cars of 50 tons capacity, ten heavy locomotives, 1,000 forty-ton box cars, 200 forty-ton stock cars, and 200 thirty-ton refrigerators. Other roads have placed large orders for refrigerator cars also.

The National Provisioner rises to remark anent this pure food agitation, that its clientele, the packers, are not so worse. They do put a little meat in the borax, etc., they sell—which cannot be truthfully said of all manufacturers of human fillers.

It would appear, sad to relate, that unless some genius makes an automobile guaranteed to safely climb telephone and telegraph poles, smoke stacks, trees, elevated railroads and the like, the business will prove a fizzle, speed to the contrary notwithstanding—whatever that may mean.

Water liable to be unsafe right along now. Mix with Halsted street or Ashland avenue germicide, thus escaping the playful, though invisible typhoid and kindred germs, and accumulating a batch of variegated snakes, wil-lies, Jamesboys, hayfed hogs, and things which you can see and—well—get your money's worth.

Latest reports from New York credit two policemen with robbing a "Chink" laundryman of \$80, which shows New York is getting into line, slowly, however. In Chicago the gentlemen would have knocked all the oxygen, hydrogen, chop suey and dope out of the Celestial and a whole lot of his jaundiced hide off, in addition to relieving him of his junk.

It may be incredible news to most people that Chicago has a police force, a street car service, a street improvement bureau and other incumbrances too numerous to mention. The P. F. sees its shadow fifty-one weeks per annum, the S. C. S. is fast eliminating from Chicagoese such expressions as "tut-tut," "dear me," "great scott," "bosh," "fudge," etc., and the S. I. B. is making soundings here and there and reports having touched bottom in several places.

William B. Davies, the well-known packers' supply man, is receiving the congratulations of his numerous friends in business, social, political and other spheres on the advent of another hair apparent—ly of the aggressive type. While not quite as noticeable as a wireless telegraph station, it is visible to the naked eye. This is not the first hair William has raised, though the mattress factory people have not annoyed him in several years. Absent friends kindly write condolences. This is a genuine "hair raising" affair.

JAMES A. CANNON
1102 Millers Building CHICAGO

Broker in Oils, Tallow, Greases and all Packinghouse Products. X X X Correspondence Solicited

ZACHARY T. DAVIS
ARCHITECT
79 Dearborn Street CHICAGO

Packinghouses a specialty. Eight years supervising architect with Armour & Co.

F. W. WILDER

D. I. DAVIS

WILDER & DAVIS

Packing House Specialists

General Architecture and Engineering

Abattoirs

Industrial Plants

Cold Storages

Ice Factories

Warehouses

Sanitary Rendering Plants

Garbage Reduction Works

Power Plants

Designing—Consulting—Expert Reports
Estimates—Advice

Rooms 1501-4 Manhattan Building

CHICAGO

THE PACKERS AND THE PEOPLE.

(Continued from page 16.)

this touches almost every physical element in our every-day life—from making worn-out and barren lands yield bounteous crops to supplying the buttons on our coats. If all of these by-products were suddenly stricken from commerce the void would astound the world and the result would be everywhere considered a dire public calamity.

"Waste not" is the packer's creed, and his scientific faithfulness to it—inspired by self-interest—is actually one of the most fruitful sources of economic advantage to the people of the civilized world thus far brought about by the aid of the laboratory of the scientist.

Let us see just how much this by-product utilization means to the grower and the consumer of food animals as well as the people in general. In the old times packing was done in the winter. The first change in method was the use of ice and the commencement of summer packing. This started in hog-packing, but, with the introduction of the refrigerator car, beef was killed largely in the summer. About this time, some of the packers adopted the method of packing and shipping meats in tin cans. The refrigerator car permitted beef to be killed near where it was grown, as it was cheaper to pay freight on 550 pounds of carcass beef than on 1,000 pounds of live animal. Immediately following this the railroads endeavored to advance the freight on dressed beef so that they could still continue to ship the animals alive on the hoof, as they were afraid that their tonnage would be materially reduced. It was soon demonstrated that under the new system their beef tonnage was greater and their old live animal tonnage smaller, and though the

dressed-beef rates East were much greater per pound than for live animals, yet the freight on 550 pounds of dressed beef is less than on 1,000 pounds of live animal.

Utilizing What Was Once Waste.

The 450 pounds of non-edible material was largely thrown away, although the hide and tallow were utilized. Later, some of the waste product was used in the manufacture of glue. Nitrogen being the chief element in plant food, and this being abundant in the great mass of refuse matter originally thrown away as hopeless waste from all the packer's processes, a most important economic advance was made in the step which turned this large volume of scrappage into fertilizer.

It is good sense and for the best interest of the world that all material not needed to feed, clothe and heal the world should be returned to the ground as food for plants to grow more grain, to feed more cattle and to feed more people. Thus is the circle completed by the packer.

All the cunning of the chemist has been called into service to *save*, to make the most of every scrap of material in hand, and to discover new ways in which some element of waste may be diverted from uselessness to use. Hundreds of valuable products are now made and shipped all over the world from materials which, under the old methods, had little or no value. Thousands of people are employed in manufacturing these products. The technical schools are constantly being called upon for young men to aid in solving new problems in by-product utilization. New plants are being built requiring material, machinery and labor in their construction. Success in by-product utilization in the packing

industry has directed the attention of other industries to this important element in industrial administration.

All this directly affects the people and has been of great benefit to them. The investigator in medicinal and other lines is constantly calling on the packer for material to aid him in his work. In the pharmaceutical line much has been done of benefit, and many ills are helped by pharmaceutical preparations of animal origin. In the fertilizer line many sections are given over to growing products which could not be profitably grown without the use of fertilizers. The packer is a heavy fertilizer provider.

Utilities the Packers Furnish.

The furniture of the country is glued with the packer's glue. A great deal of the wool used in clothing is from the sheep slaughtered by the packers. One of the largest sources of curled hair is the switch from the tails of cattle. A large portion of the soap manufactured comes from the tallow and greases prepared by the packers. The colors in the summer prints worn by women are largely fixed by the use of albumen prepared by the packers, as is also the finish on many of the finer leathers. The horn comb, hair pins and buttons are made from the horns of steers. The knife handle, the bone button, and many other articles are made from the hard bone of cattle.

Packinghouse laboratory products, the results of original research by scientists of the first class, are employed every day by physicians, surgeons, dentists and chemists throughout the world. More than thirty recognized therapeutic agents of animal origin are produced in Armour & Company's laboratory. Among them are the pepsin and pancreatin that physicians use in treating digestive disorders. There is a product of thyroid glands that is employed in treating cretinism or idiocy. Another is suprarenalin used in the most delicate surgical operations to stop the flow of blood. To illustrate how closely the by-product feature of the business is gleaned, the suprarenal glands of more than 100,000 sheep are required to produce one pound of suprarenalin and, when produced, this suprarenalin is worth more than \$5,000 a pound.

Certain by-products of the packing plants are used for hardening and for coloring steel; in fact, materials of animal origin, the result of by-product utilization, enter into the manufacture of almost every article extensively.

The packer who could make the most out of these products could afford to pay and did pay more for the live steer than his competitor who was not so progressive, and in consequence he got his pick of the cattle. The stock grower was benefited by the higher price paid for the live cattle and the people were benefited by the lower selling cost of the beef over the old method. One cannot eat his cake and have it too, and the reward that the packer received was that of increased business and the decreased cost per head of killing cattle, owing to his much heavier kill; but, in order to cash in that reward, he had to give both the stock grower and the public a part of the benefit of by-product utilization.

(To be concluded.)

NEW YORK. CHICAGO. SAN FRANCISCO.
Everything in Pure Food Preservatives, Colors, Binders and Coagulators.

HELLER CHEMICAL CO.

Laboratory and Main Office. HARRY HELLER
212-222 Wayman St., Pres't and Gen'l Manager
CHICAGO 97-101 Warren Street,
NEW YORK

No trouble to answer questions in any language

CHICAGO LIVESTOCK

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Feb. 19.....	28,535	604	52,338	31,728
Tuesday, Feb. 20.....	1,064	23,413	13,438	
Wednesday, Feb. 21.....	21,049	1,279	41,101	13,646
Thursday, Feb. 22.....	5,907	1,027	26,196	11,749
Friday, Feb. 23.....	2,301	371	21,757	3,378
Saturday, Feb. 24.....	270	27	16,549	8
Total last week.....	62,931	5,462	181,354	73,947
Previous week.....	60,996	4,159	178,981	83,390
Cor. week 1905.....	66,889	5,930	215,060	86,801
Cor. week 1904.....	66,653	3,753	224,918	101,514

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Feb. 19.....	7,843	—	15,463	5,846
Tuesday, Feb. 20.....	4,183	37	6,872	3,604
Wednesday, Feb. 21.....	6,028	24	7,466	5,972
Thursday, Feb. 22.....	4,639	2	7,213	2,908
Friday, Feb. 23.....	4,032	3	8,467	2,846
Saturday, Feb. 24.....	174	—	4,005	—

Total last week.....	26,809	95	48,486	21,174
Previous week.....	26,943	44	63,272	17,395
Cor. week 1905.....	30,690	259	60,532	18,217
Cor. week 1904.....	26,814	235	51,051	26,997

Combined receipts of hogs at eleven markets for week ending Feb. 25, 1906.....	511,000
Week ago.....	474,000
Year ago.....	550,000
Two years ago.....	571,000

Total receipts for year to date, 4,251,000, against 4,534,000 year ago and two years ago 4,277,000.

Receipts at six points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City) as follows:

	Cattle.	Hogs.	Sheep.
Week ending Feb. 25, 1906.....	161,700	404,400	184,900
Week ago.....	161,000	378,800	182,900
Year ago.....	137,600	443,500	202,100
Two years ago.....	155,400	473,600	192,700

Receipts for year to Feb. 25, 1906.....	1,250,000	3,277,000	1,387,000
Receipts for same period last year.....	1,232,400	3,450,000	1,370,000

CHICAGO HOG SLAUGHTER.

Chicago packers slaughtered hogs during week ending Feb. 25, 1906, as follows:

Armour & Co.....	37,700
Anglo-American.....	10,000
Continental.....	4,800
Swift & Co.....	26,200
Hammond & Co.....	6,800
Morris & Co.....	8,900
Boyd-Lunham & Co.....	4,300
S. & S.....	12,700
H. Moore & Co.....	1,200
Robert & Oake.....	3,600
Other packers.....	20,800

Total.....	136,400
Left over.....	6,500
Week ago.....	168,400
Year ago.....	209,700
Two years ago.....	180,300

AVERAGE PRICE OF HOGS.

Week ending Feb. 25, 1906.....	\$6.19
Previous week.....	6.06
Year ago.....	4.85
Two years ago.....	5.44
Three years ago.....	7.07

AVERAGE PRICE OF GOOD BEEF CATTLE.

Week ending Feb. 25, 1906.....	\$5.05
Previous week.....	5.15
Year ago.....	4.70
Two years ago.....	4.50
Three years ago.....	4.75

CATTLE.

Choice to prime steers.....	\$5.00@6.25
Common to good steers.....	4.00@5.50
Inferior to common steers.....	3.40@4.50
Yearlings, good to choice.....	4.50@5.50
Good to fancy cows and heifers.....	3.40@5.00
Fair to choice feeders.....	3.40@4.65
Fair to choice stockers.....	3.25@4.25
Good cutting and fair beef cows.....	2.90@3.10
Common to good culling cows.....	1.60@2.50
Bulls, common to choice.....	2.25@4.35
Calves, common to good.....	4.00@6.75
Calves, good to fancy.....	6.75@7.75

HOGS.

Good to choice shipping.....	\$6.10@6.25
Good to choice butcher weights.....	6.20@6.35
Good to choice heavy mixed.....	6.10@6.25
Heavy packing.....	6.05@6.20
Light mixed.....	6.10@6.25
Choice to prime heavy.....	6.15@6.35
Poor to choice pigs.....	5.90@6.15
Governments, hogs and stags.....	3.75@5.75

SHEEP.

Fair to prime wethers.....	\$5.50@6.00
Ewes, good to prime.....	5.90@5.85
Yearlings, fair to fancy.....	5.50@6.00
Native lambs.....	6.50@7.10
Bucks and stags.....	3.50@4.00

PACKERS IMPORTED!!

COLORS

"Make your products please the eye Then the customer is sure to buy."

CREAM RICE BINDER

Samples and Prices Gladly Submitted

BORN PACKERS SUPPLY CO. CHICAGO

CHICAGO PROVISION MARKET

Range of Prices.

SATURDAY, FEBRUARY 24, 1906.

	Open.	High.	Low.	Close.
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LARD—(Per 100 lbs.)—				
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May.....	7.80	7.82	7.77	7.77
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July.....	7.85	7.85	7.82	7.82
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RIBS—(Boxed 25c. more than loose)—				
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May.....	8.22	8.25	8.15	8.15
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July.....	8.25	8.27	8.17	8.20
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PORK—(Per barrel)—				
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May.....	15.62	15.62	15.40	15.45
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July.....	15.20	15.20	15.05	15.05
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MONDAY, FEBRUARY 26, 1906.

LARD—(Per 100 lbs.)—				
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May.....	7.67	7.72	7.67	7.70
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July.....	7.75	7.82	7.75	7.80
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RIBS—(Boxed 25c. more than loose)—				
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May.....	8.07	8.12	8.00	8.02
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July.....	8.10	8.17	8.05	8.10
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PORK—(Per barrel)—				
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May.....	15.32	15.40	15.20	15.30
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July.....	14.95	15.15	14.95	15.05
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TUESDAY, FEBRUARY 27, 1906.

LARD—(Per 100 lbs.)—				
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May.....	7.75	7.77	7.72	7.77
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July.....	7.82	7.85	7.80	7.85
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RIBS—(Boxed 25c. more than loose)—				
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May.....	8.10	8.12	8.07	8.12
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July.....	8.15	8.15	8.10	8.15
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PORK—(Per barrel)—				
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May.....	15.35	15.37	15.25	15.37
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July.....	15.15	15.15	15.05	15.15
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WEDNESDAY, FEBRUARY 28, 1906.

LARD—(Per 100 lbs.)—				
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May.....	7.80	7.82	7.80	7.80
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July.....	7.90	7.92	7.90	7.90
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RIBS—(Boxed 25c. more than loose)—				
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May.....	8.17	8.20	8.12	8.12
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July.....	8.12	8.25	8.20	8.20
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PORK—(Per barrel)—				
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May.....	15.47	15.52	15.37	15.37
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July.....	15.22	15.32	15.22	15.22
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THURSDAY, MARCH 1, 1906.

LARD—(Per 100 lbs.)—				
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May.....	7.77	7.77	7.75	7.75
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July.....	7.87	7.87	7.85	7.85
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RIBS—(Boxed 25c. more than loose)—				
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May.....	8.10	8.10	8.02	8.10
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July.....	8.15	8.15	8.07	8.15
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PORK—(Per barrel)—				
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May.....	15.40	15.40	15.05	15.17
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July.....	15.25	15.25	15.10	15.15
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FRIDAY, MARCH 2, 1906.

LARD—(Per 100 lbs.)—				
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May.....	7.72	7.80	7.72	7.80
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July.....	7.82	7.90	7.82	7.90
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RIBS—(Boxed 25c. more than loose)—				
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May.....	8.05	8.12	8.05	8.12
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July.....	8.10	8.20	8.10	8.20
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PORK—(Per barrel)—				
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May.....	15.17	15.02	15.17	15.32
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July.....	15.20	15.30	15.17	15.27
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CHICAGO PROVISION LETTER.

(Special Letter to The National Provisioner from C. D. Forsyth & Co.)

Chicago, Feb. 28.—We quote to-day's market as follows: Green hams, 10@12 ave., 10 1/4@10 3/4; 12@14 ave., 10 1/2@10 3/4; 14@16 ave., 10 1/2@10 3/4; 18@20 ave., 10 1/2; green picnics, 5@6 ave., 7 1/2; 6@8 ave., 7 1/2; 8@10 ave., 7 1/2; 10@12 ave., 7 1/2; green N. Y. shoulders, 10@12 ave., 7 1/2; 12@14 ave., 7 1/2; green skinned hams, 14@16 ave., 11 1/4; 18@20 ave., 11 1/4; green clear bellies, 8@10 ave., 9 1/2 @10; 10@12 ave., 9 1/4@9 3/4; No. 1 S. P. hams, 8@10 ave., 10 1/4; 10@12 ave., 9 3/4; 12 @14 ave., 9 3/4; 14@16 ave., 9 3/4; 18@20 ave., 9 3/4@9 3/4; No. 2 S. P. hams, 10@12 ave., 9 1/4; 12@14 ave., 9 1/4; 14@16 ave., 9 1/4; No. 1 S. P. skinned hams, 16@18 ave., 10 1/2; 18@20 ave., 10 1/2; 20@22 ave., 10 1/2; 22@24 ave., 10 1/2; 24@26 ave., 10 1/2; 26@28 ave., 9 3/4; No. 1 S. P. picnics, 5@6 ave., 7 1/4; 6 @ 7 ave., 7 1/4; 6@8 ave., 7 1/2; 7@9 ave., 7 1/2; 8@10 ave., 7; 10@12 ave., 6 3/4; No. 1 S. P. N. Y. shoulders, 8@10 ave., 7 1/2; 10@12 ave., 7 1/2; 12@14 ave., 7 1/2; S. P. clear bellies, 6@8 ave., 11; 8@10 ave., 10 1/2; 10@12 ave., 10.

CHICAGO RETAIL FRESH MEATS.

NOTE.—It is difficult to quote flat retail figures applicable to the whole of the city, every market having a practically different scale according to location, class and volume of trade, etc.

Beef.

Native Rib Roasts.....	15	15 1/2
Native Sirloin Steaks.....	16	16 1/2
Native Porterhouse Steaks.....	20	22 1/2
Native Pot Roasts.....	8	10
Rib Roasts from light cattle.....	8	10
Beef Stew.....	5	8
Boneless Corned Briskets, Native.....	10	10
Corned Rumps, Native.....	8	10
Corned Ribs.....	6	8
Corned Flanks.....	10	12 1/2
Round Steaks.....	10	12 1/2
Round Roasts.....	10	12 1/2
Shoulder Steaks.....	8	10
Shoulder Roasts.....	8	10
Shoulder Neck End, Trimmed.....	8	7
Rollad Roast.....	10	11

Lamb.

Hind Quarters, fancy.....	16
Fore Quarters, fancy.....	12 1/2
Legs, fancy.....	18
Stew.....	10
Shoulders.....	10
Chops, Rib and Loin.....	22

Mutton.

Legs.....	12 1/2
Stew.....	8
Shoulders.....	8
Hind Quarters.....	11
Fore Quarters.....	9
Rib and Loin Chops.....	16

Pork.

Pork Loin.....	11
Pork Chops.....	12 1/2
Pork Tenderloins.....	22
Pork Butts.....	9
Spare Ribs.....	9
Blades.....	8
Hocks.....	7
Pigs' Heads.....	6
Leaf Lard.....	9

Veal.

Hind Quarters.....	14
Fore Quarters.....	10
Legs.....	10
Breasts.....	8
Shoulders.....	10
Cutlets.....	20

Butchers' Offal.

Tallow.....	3	4 1/4
Mixed Bone and Tallow.....	1 1/2	2 1/4
Calfskins, 8 to 15 lbs.....	15	16
Calfskins, under 8 lbs. (deacon).....	80	85

SOUTH WATER STREET MARKETS.

Live Poultry.

Turkeys	13	@14
Fowls	12	@12
Roosters ¹	12	@7 1/2
Springs	12	@12
Ducks	13	@14
Geese	11	@13

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

Western Cows	5 1/2 @ 5 1/2
Native Cows	5 1/2 @ 6
Western Steers	6 1/2 @ 6 1/2
Good Native Steers	7 1/2 @ 8 1/2
Native Steers, Medium	7 1/2 @ 8 1/2
Heifers, Good	6 1/2 @ 6 1/2
Heifers, Medium	6 @ 6 1/2
Hind Quarters	1 1/4 c. over Straight Beef
Fore Quarters	1 c. under Straight Beef

Beef Cuts.

Steer Chucks	5 1/2 @ 5 1/2
Cow Chucks	3 @ 3 1/2
Boneless Chucks	4 @ 4
Medium Plates	3 1/2 @ 4
Steer Plates	3 1/2 @ 4
Cow Rounds	4 1/2 @ 5
Steer Rounds	6 1/2 @ 7
Cow Loins, Common	6 @ 7 1/2
Cow Loins, Medium	8 @ 8
Cow Loins, Good	9 @ 9 1/2
Steer Loins, Light	10 @ 10 1/2
Steer Loins, Heavy	14 1/2 @ 15
Beef Tenderloins, No. 1	16 @ 17
Beef Tenderloins, No. 2	12 1/2 @ 13
Strip Loins	9 @ 9 1/2
Sirloin Butts	9 @ 9
Shoulder Clods	5 1/2 @ 5 1/2
Rolls	9 @ 9 1/2
Rump Butts	4 1/2 @ 5
Trimblings	3 @ 3
Shank	3 @ 3 1/2
Cow Ribs, Heavy	7 1/2 @ 8
Cow Ribs, Common Light	6 @ 6 1/2
Steer Ribs, Light	6 @ 6 1/2
Steer Ribs, Heavy	11 @ 12
Loin Ends, steer-native	8 1/2 @ 9
Loin Ends, cow	8 @ 8
Hanging Tenderloins	4 1/2 @ 4 1/2
Flank Steak	6 @ 6 1/2

Beef Offal.

Livers	3 @ 3 1/2
Hearts	2 1/2 @ 2 1/2
Tongues	1 1/4 @ 1 1/4
Sweetbreads	1 1/2 @ 1 1/2
Ox Tail, per lb.	4 @ 4 1/2
Fresh Tripe—plain	2 1/2 @ 2 1/2
Fresh Tripe, H. C.	4 @ 4
Kidneys, each	4 @ 4
Brains	4 @ 4

Veal.

Heavy Carcass Veal	8 1/2 @ 7
Light Carcass	7 @ 8
Medium Carcass	7 @ 8
Good Carcass	10 1/2 @ 11
Medium Saddles	10 1/2 @ 10 1/2
Good Saddles	13 1/2 @ 13 1/2
Medium Racks	8 @ 8 1/2
Good Racks	8 @ 9

Veal Offal.

Brains, each	4 @ 4
Sweetbreads	1 @ 1
Flukes	30 @ 30
Heads, each	10 @ 10

Lambs.

Medium Caul	10 @ 9 1/2
Good Caul	10 @ 10 1/2
Round Dressed Lambs	11 1/2 @ 12
Saddles Caul	11 1/2 @ 13 1/2
R. D. Lamb Saddles	11 1/2 @ 13 1/2
Caul Lamb Racks	8 @ 8 1/2
R. D. Lamb Racks	9 @ 9
Lamb Fries, per pair	12 @ 12
Lamb Tongues, each	3 @ 3
Lamb Kidneys, each	1 1/2 @ 1 1/2

Mutton.

Medium Sheep	8 1/2 @ 9
Good Sheep	9 1/2 @ 10
Medium Saddles	10 @ 10
Good Saddles	11 @ 11
Medium Racks	8 @ 7 1/2
Good Racks	8 @ 8 1/2
Mutton Legs	10 @ 10 1/2
Mutton Stew	4 1/2 @ 5
Mutton Loins	10 @ 10
Sheep Tongues, each	3 @ 3
Sheep Heads, each	5 @ 5

Fresh Pork, Etc.

Dressed Hogs	7 1/2 @ 8 1/2
Pork Loins	9 @ 9 1/2
Leaf Lard	7 @ 7 1/2
Tenderloins	22 @ 22
Spare Ribs	7 1/2 @ 7 1/2
Butts	8 @ 8
Hocks	6 @ 6 1/2
Trimblings	4 @ 4
Tails	4 @ 4
Snouts	3 @ 3
Pigs' Feet	2 1/2 @ 2 1/2
Pigs' Heads	3 1/2 @ 3 1/2
Blade Bones	4 1/2 @ 4 1/2
Cheek Meat	8 @ 8
Hog Plucks	3 @ 3 1/2
Neck Bones	1 1/2 @ 1 1/2
Skinless Shoulders	2 @ 2
Pork Hearts	2 @ 2
Pork Kidneys	3 @ 3
Pork Tongues	3 @ 3
Slip Bones	3 1/2 @ 3 1/2
Tail Bones	3 1/2 @ 3 1/2
Brains	4 @ 4
Backfat	7 1/2 @ 8
Hams	9 @ 10 1/2
Cala	8 1/2 @ 8 1/2
Bellows	8 1/2 @ 10 1/2
Shoulders	8 @ 8

SAUSAGE.

Cloth Bologna	5 1/2 @ 5 1/2
Bologna, large, long, round and cloth	5 @ 5
Choice Bologna	6 1/2 @ 6 1/2
Viennas	7 1/2 @ 7 1/2
Frankfurters	7 @ 7
Blood, Liver and Headcheese	6 @ 6
Tongue	8 @ 8
White Tongue	8 @ 8
Minced Ham	8 @ 8
Prepared Ham	9 1/2 @ 9 1/2
New England Ham	12 @ 12
Berliner Ham	7 1/2 @ 7 1/2
Boneless Ham	11 @ 11
Oxford Ham	11 @ 11
Polish Sausage	6 1/2 @ 6 1/2
Leona, Garlic, Knoblauch	6 1/2 @ 6 1/2
Smoked Pork	6 @ 6
Veal Ham	6 @ 6
Farm Sausage	12 @ 12
Pork Sausage, bulk or link	7 1/2 @ 7 1/2
Pork Sausage, short link	8 @ 8
Special Prepared Ham	7 1/2 @ 7 1/2
Boneless Pigs' Feet	5 1/2 @ 5 1/2
Ham Bologna	6 @ 6
Compressed Ham	10 @ 10
Special Compressed Ham	10 @ 10

Summer Sausages.

Supreme Summer, H. C., New Medium Dry	14 @ 14
German Salami, New Dry	14 @ 14
Holsteiner, New Dry	11 @ 11
Mettwurst, New	3 @ 3
Farmer, New	12 @ 12
Darles, H. C., New	18 @ 18
Italian Salami, New	18 @ 18
Monarque Cervelat	13 @ 13

Sausage in Oil.

Smoked Pork, 1-50	3 1/2 @ 3 1/2
Smoked Pork, 2-20	3 1/2 @ 3 1/2
Bologna, 1-50	2 1/2 @ 2 1/2
Bologna, 2-20	2 1/2 @ 2 1/2
Viennas, 1-50	4 1/2 @ 4 1/2
Viennas, 2-20	4 1/2 @ 4 1/2

VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels	7 1/2 @ 7 1/2
Pickled Plain Tripe, in 200-lb. barrels	4 1/2 @ 4 1/2
Pickled H. C. Tripe, in 200-lb. barrels	10 @ 10
Pickled Ox Lips, in 200-lb. barrels	12 @ 12
Pickled Pigs' Snouts, in 200-lb. barrels	12 @ 12
Lamb Tongue, Short Cut, barrels	30 @ 30

CORNED, BOILED AND ROAST BEEF.

1 lb., 2 doz. to case	Per doz. 11.30
2 lbs., 1 or 2 doz. to case	3.35
4 lbs., 1 doz. to case	4.70
6 lbs., 1 doz. to case	6.00
14 lbs., 1/2 doz. to case	17.75

EXTRACT OF BEEF.

1 oz. jars, 1 dozen in box	Per doz. 32.25
2 oz. jars, 1 dozen in box	3.55
4 oz. jars, 1 dozen in box	6.50
8 oz. jars, 1/2 dozen in box	11.00
6 oz. jars, 1/2 dozen in box	22.00
2, 5 and 10-lb. tins	\$1.75 per lb.

BARRELED BEEF AND PORK.

Extra Plate Beef	Per lb. 10.00
Plate Beef	9.50
Extra Mess Beef	8.50
Prime Mess Beef	9.00
Beef Hams	9.00
Rump Butts	13.25
Mess Pork	13.25
Clear Fat Backs	13.25
Family Back Pork	13.00
Beau Pork	13.00

LARD.

Pure leaf, kettle rendered, per lb., tierces	9 @ 9
Lard, substitute, tierces	6 @ 6
Lard, compounds	6 @ 6
Barrels	1/4 c. over tea
Half barrels	1/4 c. over tea
Tubs, from 10 to 80 lbs.	1/4 c. to 1 c. over tea
Cooking Oil, per gal.	40 @ 40

BUTTERINE.

Nos. 1 to 6, natural color	11 @ 11
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DRY SALT MEATS.

Clear Bellies, 14 @ 16 average	8 @ 8
Rib Bellies, 14 @ 16 average	8 @ 8
Fat Backs, 14 @ 16 average	7 @ 7
Regular Plates	6 1/2 @ 6 1/2
Short Cuts	7 1/2 @ 7 1/2

WHOLESALE SMOKED MEATS.

Hams, 12 lbs. average	12 1/2 @ 12 1/2
Hams, 16 lbs. average	12 1/2 @ 12 1/2
Skinless Hams	12 1/2 @ 12 1/2
Cala, 8 @ 12 lbs. average	8 @ 8
Calas, 8 @ 12 lbs. average	8 @ 8
Breakfast Bacon, fancy	17 1/2 @ 17 1/2
Wide, 8 @ 10 average, and Strip, 4 @ 5 ave.	12 1/2 @ 12 1/2
Wide, 10 @ 12 average, and Strip, 5 @ 6 ave.	12 @ 12
Wide, 12 @ 14 average, and Strip, 6 @ 7 ave.	12 @ 12
Dried Beef Sets	13 @ 13
Dried Beef Insides	15 1/2 @ 15 1/2
Dried Beef Knuckles	14 1/2 @ 14 1/2
Dried Beef Outlets	11 @ 11
Regular Boiled Hams	16 1/2 @ 16 1/2
Smoked Rolled Hams	17 1/2 @ 17 1/2
Boiled Picnic Hams	11 @ 11
Cooked Loin Rolls	18 1/2 @ 18 1/2

SAUSAGE CASINGS.

F. O. B. CHICAGO.

Rounds, per set	13 @ 13
Middles, per set	14 @ 14

Beef bungs, per piece	8 @ 8
Hog casings, as packed	25 @ 25
Hog casings, free of salt	30 @ 30
Hog middles, per set	12 @ 12
Hog bungs, export	18 @ 18
Hog bungs, large mediums	3 @ 3
Hog bungs, prime	3 @ 3
Hog bungs, narrow	3 @ 3
Imported wide sheep casings	30 @ 30
Imported medium wide sheep casings	30 @ 30
Imported medium sheep casings	30 @ 30
Imported narrow sheep casings	30 @ 30
Beef weasands	5 1/2 @ 5 1/2
Beef bladders, medium	17 @ 17
Beef bladders, small, per doz.	17 @ 17
Hog stomachs, per piece	14 @ 14

FERTILIZERS.

Dried blood, per unit	2.70 @ 2.70
Hoof meal, per unit	2.55 @ 2.55
Concent. tankage, 15% per unit	2.30 @ 2.30
Ground tankage, 12% per unit	2.50 @ 2.50
Ground tankage, 11% per unit	2.45 @ 2.45
Ground tankage, 10% per unit	2.35 @ 2.35
Ground tankage, 9 and 20% per unit	2.30 @ 2.30
Ground tankage, 6 and 35% per unit	18.00 @ 18.00
Ground raw bone, per ton	25.00 @ 25.00
Ground steam bone, per ton	18.00 @ 18.00
Unground tankage, per ton less than ground	50c. @ 50c.

HORNS, HOOFS AND BONES.

Horns, No. 1, 65 @ 70 lbs. average	\$75.00 @ 75.00
Horns, black, per ton	25.00 @ 25.00
Horns, white, per ton	30.00 @ 30.00
Flat shin bones, 35 to 47 lbs. ave. ton	45.00 @ 45.00
Round shin bones, 35 to 40 lbs. ave. ton	43.50 @ 43.50
Round shin bones, 50 to 52 lbs. ave. ton	47.50 @ 47.50
Long thigh bones, 90 to 95 lbs. ave. ton	55.00 @ 55.00
Jaws, skulls and knuckles, per ton	35.00 @ 35.00

LARDS.

Prime steam, cash	7.55 @ 7.55
Prime steam loose	7.02 1/2 @ 7.02 1/2
Neutral	8.75 @ 8.75
Compound	5 1/2 @ 5 1/2
Leaf	7 1/2 @ 7 1/2

STEARINES.

Prime oleo	7 1/2 @ 7 1/2
Oleo, No. 2	7 @ 7
Mutton	7 1/2 @ 7 1/2
Tallow	5 1/2 @ 5 1/2
Grease	4 1/2 @ 4 1/2

OILS.

Lard oil, extra winter strained, tierces	50 @ 50
Extra No. 1 lard oil	44 @ 44
No. 1 lard oil	35 @ 35
No. 2 lard oil	32 @ 32
Oleo oil, extra	10 @ 10 1/2
Oleo oil, No. 2	9 @ 9 1/2
Oleo stock	8 @ 8 1/2
Neatsfoot oil, pure, tierces	55 @ 55
Acidless tallow oil, tierces	53 @ 53

TALLOW.

Edible	6 @ 6
Prime City	5 1/2 @ 5 1/2
Choice country	5 @ 5
Packers' prime	5 1/2 @ 5 1/2
Packers' No. 1	5 1/2 @ 5 1/2
Packers' No. 2	4 @ 4 1/2
Renderers' No. 1	3 @ 3

GREASES.

White, choice	5 1/2 @ 5 1/2
White, "A"	5 1/2 @ 5 1/2
White, "B"	5 @ 5
Bone	4 1/2 @ 4 1/2
House	4 1/2 @ 4 1/2
Yellow	4 1/2 @ 4 1/2
Brown	3 1/2 @ 3 1/2
Glue stock	3 1/2 @ 3 1/2
Neatsfoot stock	3 1/2 @ 3 1/2
Garbage Grease	3 1/2 @ 3 1/2

COTTONSEED OILS.

P. S. Y., loose	20 @ 20
P. S. Y., soap grade	20 1/2 @ 20 1/2
Soap bbls., concn., 63 @ 65% F. A.	24 @ 24
Soap stock, bbls., reg. 50% F. A.	14 @ 14

COOPERAGE.

Tierces	\$1.25 @ 1.25
Barrels, ash	.80 @ .80
Barrels, oak	.92 1/2 @ .92 1/2

CURING MATERIALS.

Refined saltpetre	4 1/2 @ 4 1/2
Boracic acid, crystal to powdered	10 @ 11
Borax	7 1/2 @ 8
Sugar—	
White, clarified	3 1/2 @ 3 1/2
Plantation, granulated	4 @ 4
Yellow, clarified	3 @ 3
Salt—	
Ashton, in bags, 224 lbs.	33.00 @ 33.00
Eng. packing, in bags, 224 lbs.	1.45 @ 1.45
Michigan, medium, car lots, per ton	3.25 @ 3.25
Michigan, granulated, car lots, per ton	2.90 @ 2.90
Casing salt, bbls., 280 lbs., 2x3x	1.35 @ 1.35

LOUIS A. HOWARD & CO.

Dealers

Chicago

Office, Postal Telegraph Building

Warehouse, Union Stock Yards

TALLOW

LARD OIL

CRACKLINGS

GLUESTOCK

FERTILIZERS

BONES

HOOF MEAL

IF YOU WISH TO SELL, WRITE US

NEW YORK MARKET PRICES

LIVE CATTLE.

Good to choice native steers.....	\$5.20@5.90
Medium to fair native steers.....	4.50@5.15
Poor to ordinary native steers.....	4.00@4.45
Oxen and stags.....	2.50@4.85
Bulls and dry cows.....	1.90@4.50
Good to choice native steers one year ago.....	5.25@5.50

LIVE CALVES.

Live veal calves, prime, per 100 lbs.....	\$8.25@9.50
Live veal calves, fair to good, per 100 lbs.....	7.55@9.00
Live veal calves, com. to med., per 100 lbs.....	5.00@7.25
Live veal calves, small, per 100 lbs.....	4.00@4.50
Live veal calves, buttermilk, per 100 lbs.....	—@—
Live veal calves, grassers, per 100 lbs.....	—@—

LIVE SHEEP AND LAMBS.

Live lambs, choice to good, per 100 lbs.....	\$7.37@7.75
Live lambs, com. to fair, per 100 lbs.....	6.25@7.25
Live sheep, culls, per 100 lbs.....	5.00@6.00
Live sheep, culls, per 100 lbs.....	3.00@3.75

LIVE HOGS.

Hogs, heavy weights (per 100 lbs.).....	\$6.75@6.90
Hogs, medium.....	6.75@6.85
Hogs, 140 lbs.....	6.90@7.00
Pigs.....	7.00@7.25
Roughs.....	5.75@6.00

DRESSED BEEF.

CITY DRESSED.

Choice native, heavy.....	8 @ 8 1/2
Choice native, light.....	8 @ 8 1/2
Common to fair, native.....	7 @ 7 1/2

WESTERN DRESSED BEEF.

Choice native, heavy.....	8 @ 8
Choice native, light.....	7 1/2 @ 7 3/4
Native, com. to fair.....	7 @ 7 1/4
Choice Western, heavy.....	7 @ 7 1/4
Choice Western, light.....	7 @ 7 1/4
Common to fair Texas.....	7 @ 7
Good to choice heifers.....	7 @ 7
Common to fair heifers.....	6 1/2 @ 7
Choice cows.....	6 1/2 @ 7
Common to fair cows.....	6 1/2 @ 6 3/4
Good to choice oxen and stags.....	6 @ 7
Common to fair oxen and stags.....	6 @ 6 1/4
Fleshy bologna bulls.....	5 @ 5 1/4
Fresh pork loins, Western.....	10 1/2 @ 11 1/4

BEEF CUTS.

Ribs, No. 1, 10c.; No. 2, 8c.; No. 3, 7c.; Loins, No. 1, 12 1/2c.; No. 2, 11 1/2c.; No. 3, 9 1/2c.	
Chucks, No. 1, 6c.; No. 2, 4 1/2c.; No. 3, 4c.	
Round, No. 1, 7c.; No. 2, 6 1/2c.; No. 3, 6c.	

DRESSED CALVES.

Veals, city dressed, prime, per lb.....	14 @ 14 1/4
Veals, good to choice, per lb.....	12 1/2 @ 13 1/4
Calves, country dressed, prime, per lb.....	12 @ 13
Calves, country dressed, fair to good.....	12 @ 12 1/4
Calves, country dressed, common.....	11 @ 11 1/4

DRESSED HOGS.

Pigs.....	9 @ 9 1/2
Hogs, heavy.....	8 @ 8 1/4
Hogs, 180 lbs.....	8 @ 8 1/4
Hogs, 160 lbs.....	8 1/2 @ 8 1/4
Hogs, 140 lbs.....	8 @ 8 1/2

DRESSED SHEEP AND LAMBS.

Spring lambs, choice, per lb.....	11 1/2 @ 11 3/4
Spring lambs, good.....	10 @ 11
Spring lambs, culls.....	9 @ 9 1/2
Sheep, choice.....	9 @ 9
Sheep, medium to good.....	8 @ 8 1/2
Sheep, culls.....	7 1/2 @ 7 3/4

PROVISIONS.

(Jobbing Trade.)

Smoked hams, 10 lbs. average.....	12 1/2 @ 12 3/4
Smoked hams, 12 to 14 lbs. average.....	11 1/2 @ 12 1/2
Smoked hams, heavy.....	11 1/2 @ 12 1/2
California hams, smoked, light.....	8 1/2 @ 8 3/4
California hams, smoked, heavy.....	8 1/2 @ 8 3/4
Smoked shoulders.....	9 @ 9 1/2
Smoked bacon, boneless.....	12 @ 12 1/2
Smoked bacon (rib in).....	11 1/2 @ 12
Dried beef cuts.....	13 @ 13 1/2
Smoked beef tongue, per lb.....	17 @ 17
Pickled bellies, heavy.....	9 1/2 @ 10

BONES, HOOF AND HORNS.

Round shin bones, av. 50@80 lbs. cut.....	—@40.00
Flat shin bones, av. 40@45 lbs. cut, per 100 bones, per 2,000 lbs.....	43.00 @ 45.00
Hoofs, per ton.....	30.00
Thigh bones, av. 80@95 lbs. cut, per 100 bones, per 2,000 lbs.....	70.00
Horns, 7 1/2 oz. and over, steers, first quality, per ton.....	300.00

BUTCHERS' SUNDRIES.

Fresh steer tongues.....	75 @ 80c. a piece
Fresh cow tongues.....	50 @ 60c. a piece
Calves' head, scalded.....	30 @ 40c. a piece
Sweetbread, veal.....	25 @ 75c. a pair
Sweetbread, beef.....	15 @ 25c. a pound
Calves' liver.....	25 @ 30c. a piece
Beef kidneys.....	7 @ 12c. a piece
Mutton kidneys.....	1 1/2 @ 8c. a piece
Livers, beef.....	5 @ 5c. a pound

Oxtails.....	6 @ 7c. a piece
Heart, beef.....	6 @ 10c. a piece
Rolls, beef.....	10 @ 12c. a pound
Tenderloin beef, Western.....	15 @ 25c. a pound
Lamb's fries.....	6 @ 10c. a pair
Fresh pork, loins, city.....	10 1/2
Fresh pork, loins, Western.....	10

BUTCHERS' FAT.

Ordinary shop fat.....	3 @ 3
Suet, fresh and heavy.....	3 @ 3
Shop bones, per cwt.....	25

SAUSAGE CASINGS.

Sheep, imp., wide, per bundle.....	50
Sheep, imp., wide, per kg, 50 bundles.....	\$40.00
Sheep, imp., medium, per bundle.....	40
Sheep, imp., per bundle, narrow.....	44
Sheep, imp., Russian Rings.....	—
Hog, American, free of salt, in thirds or lbs., per lb, f. o. b.....	50
Hog, American, kegs, per lb, f. o. b.....	50
Beef, rounds, per set, f. o. b. Chicago.....	13
Beef, rounds, per set, f. o. b. New York.....	14
Beef, rounds, per lb.....	8
Beef, bungs, piece, f. o. b. New York.....	6 1/4
Beef, bungs, per lb.....	5
Beef, middles, per set, f. o. b. Chicago.....	40
Beef, middles, per set, f. o. b. New York.....	43
Beef, middles, per lb.....	8 1/2
Beef wassands, per 1,000, No. 1a.....	5 1/2
Beef wassands, per 1,000, No. 2a.....	2 1/2 @ 3

SPICES.

	Whole.	Ground.
Pepper, Sing., white.....	17 1/2	18 1/2
Pepper, Sing., black.....	12 1/2	14
Pepper, Penang, white.....	16 1/2	18 1/2
Pepper, red, Zanzibar.....	14	17
Pepper, shot.....	14	—
Allspice.....	7	8 1/2
Coriander.....	10	12
Cloves.....	15	18
Mace.....	45	48

SALTPETRE.

Crude.....	4 @ 4 1/2
Refined—Granulated.....	4 1/2 @ 4 1/2
Crystals.....	4 1/2 @ 5 1/2
Powdered.....	5 @ 5 1/2

GREEN CALFSKINS.

No. 1 skins.....	\$0.10
No. 2 skins.....	.17
No. 1 B. M. skins.....	.17
No. 2 B. M. skins.....	.15
No. 1, 12 1/2-14.....	1.90
No. 2, 12 1/2-14.....	1.05
No. 1 B. M., 12 1/2-14.....	1.70
No. 2 B. M., 12 1/2-14.....	1.50
No. 1 kips, 14-18.....	2.05
No. 2 kips, 14-18.....	1.90
No. 1 B. M. kips.....	1.90
No. 2 B. M. kips.....	1.80
No. 1 heavy kips, 18 and over.....	2.50
No. 2 heavy kips, 18 and over.....	2.30
Branded skins.....	.11
Branded kips.....	1.40
Heavy branded kips.....	1.05
Ticky skins.....	.11
Ticky kips.....	1.50
Heavy ticky kips.....	1.70
No. 3 skins.....	.11

DRESSED POULTRY.

FRESH KILLED.

Turkeys—Western, selected, young hens (culls out).....	20 @ 21
Western, selected, young toms, medium weights (culls out).....	@ 10
Western, heavy young toms.....	17 1/2 @ 18
Western, mixed, average run.....	18 @ 20
Western, poor to medium grades.....	15 @ 17
Southern & Southwestern, dry-picked, average run.....	18 @ 19
Southern & Southwestern, dry-picked, poor to medium.....	14 @ 17
Old toms, selected (culls out).....	17 1/2 @ 18
Old, poor to medium.....	13 @ 16
Capons—Philadelphia, fancy, large.....	22 @ 23
Philadelphia, medium weights.....	17 @ 18
Philadelphia, small and alips.....	15 @ 16
Ohio, fancy, large.....	17 @ 17
Other Western, fancy, large.....	16 @ 17
Western, mixed weights.....	15 @ 16
Western, small and alips.....	13 @ 14
Chickens, Broilers—4 lbs. per pair and under—Philadelphia, dry-picked, fancy.....	25 @ 26
Philadelphia, dry-picked, average run.....	20 @ 22
New York and Pa., dry-picked, fancy.....	20 @ 22
New York and Pa., dry-picked, av. run.....	16 @ 18
Chickens, Roasting—Philadelphia, dry-picked, fancy.....	19 @ 20
Philadelphia, dry-picked, average run.....	16 @ 17
New York and Pa., dry-picked, fancy.....	15 @ 16
N. Y. and Pa., dry-picked, average run.....	12 @ 14
N. Y. and Pa., dry-picked, poor to med.....	10 @ 11
Western, dry-picked, selected (culls out).....	—@—
Western, dry-picked, average run.....	12 @ 13
Western, dry-picked, poor to medium.....	10 @ 11

Southern, dry-picked, average run.....	12 @ 13
Western scalded, selected (culls out).....	—@—
Western scalded, average run.....	12 @ 13
Western, scalded, poor to medium.....	10 @ 11
South & Southwestern, scalded, average run.....	12 @ 13
South & Southwestern scalded, poor to medium.....	10 @ 11
Fowls—Philadelphia, dry-picked, fancy.....	13 1/2 @ 13 1/2
Philadelphia, dry-picked, average run.....	13 @ 13
Western, dry-picked, 5 lbs. and over, selected (culls out).....	@ 13
Western, dry-picked, average run.....	@ 12 1/2
Western, dry-picked, poor to medium.....	@ 12
Southern & Southwestern, dry-picked, average run.....	@ 12 1/2
Western, scalded, selected (culls out).....	@ 13
Western, scalded, average run.....	@ 12 1/2
Southern, scalded, poor to medium.....	@ 12
Southern & Southwestern, scalded, average run.....	@ 12 1/2
Southern & Southwestern, inferior grades.....	@ 12
Other Poultry—Old cocks, dry-scalded.....	@ 10
Old cocks, scalded.....	@ 10
Squabs, prime white, 8 lbs. to dozn., per dozen.....	@ 3.50
Squabs, prime white, 7 lbs. to dozn., per dozen.....	@ 2.75
Squabs, prime white, 6 1/2 lbs. to dozn., per dozen.....	2.00 @ 2.25
Squabs, mixed, per dozen.....	1.75 @ 2.00
Squabs, dark, per dozen.....	@ 1.50
Squabs, culls, per dozen.....	50 @ 75

FROZEN.

Turkeys—Hens, No. 1.....	20 @ 21
Toms, No. 1.....	@ 20
Toms, No. 2.....	@ 16
Old toms, No. 1.....	@ 18
Broilers—Milk-fed, dry-picked, 4 lbs. and under to pair.....	@ 24
Dry-picked, 4 lbs. and under to pair, No. 1.....	@ 21
Scalded, 4 lbs. and under to pair, No. 1.....	@ 19
Roasting Chickens—Milk-fed, dry-picked, fancy.....	@ 17
Fancy, soft meat.....	@ 16
Average No. 1.....	@ 13
Chickens—No. 2.....	@ 8
Fowls—No. 1.....	@ 13
No. 2.....	@ 8
Ducks—No. 1.....	@ 15
No. 2.....	@ 12
Geese—No. 1.....	@ 12
No. 2.....	@ 8

LIVE POULTRY.

Spring Chickens, per lb.....	@ 11
Fowls—Western, per lb.....	@ 13 1/2
Roosters, per lb.....	@ 8 1/2
Turkeys, per lb.....	@ 16
Ducks, per pair.....	60 @ 75
Geese, per pair.....	1.25 @ 1.75
Live Pigeons, per pair.....	@ 30

GAME.

Wild Ducks—Canvas backs, per pair.....	2.50 @ 3.00
Red head, per pair.....	1.00 @ 3.00
Black head, per pair.....	.50 @ .75
Mallard, per pair.....	.75 @ 1.00
Blue wing teal, per dozen.....	.50 @ .60
Green wing teal, per dozen.....	.80 @ .90
Ruddy, per dozen.....	.75 @ 1.00
Rabbits—Cotton tail, prime, per pair.....	@ 20
Jacks, per pair.....	.30 @ .50

FERTILIZER MARKETS.

BASIS, NEW YORK DELIVERY.

Bone meal, steamed, per ton.....	\$22.00 @ 23.00
Bone meal, raw, per ton.....	25.00 @ 25.50
Dried blood, West, high grade, fine.....	@ 2.97
Nitrate of soda—spot.....	@ 2.25
Bone black, discard, per ton.....	13.00 @ 14.00
Bone black, discard, sugar house del. New York.....	15.00 @ 20.00
Dried blood, N. Y., 12@13 per cent. ammonia.....	@ 2.50
Tankage, 9 and 20 p. c., f. o. b. Chicago.....	2.30 and 10
Tankage, 8 and 20 p. c., f. o. b. Chicago.....	18.00 @ 19.00
Tankage, 7 and 30 p. c., f. o. b. Chicago.....	16.00 @ 17.00
Tankage, 6 and 35 p. c., f. o. b. Chicago.....	15.00 @ 16.00
Garbage tankage, f. o. b. New York.....	10.00 @ 11.00
Flash scrap, dried, 11 p. c. ammonia and 15 p. c. bone phosphate.....	2.70 and 10
Wet, acidulated, 6 p. c. ammonia, per ton.....	2.40 and 28
Asoline, per unit, del. New York.....	2.80 @ 2.85
Sulphate ammonia gas, for shipment, per 100 lbs.....	3.12 @ 3.15
Sulphate ammonia gas, per 100 lbs. spot.....	3.10 @ 3.15
Sulphate ammonia bone, per 100 lbs.....	3.05 @ 3.10
So. Carolina phosphate rock, ground, per 2,000 lbs., f. o. b. Charleston.....	6.50 @ 7.75
So. Carolina phosphate rock, undried, f. o. b. Ashley River, per 2,400 lbs.....	3.50 @ 3.75
The same, dried.....	3.75 @ 4.00

POTASHES, ACCORDING TO QUANTITY.

Kalnit, shipment, per 2,240 lbs.....	\$3.95 @ 9.50
Kalnit, ex-store, in bulk.....	9.00 @ 10.50
Kieserit, future shipment.....	7.00 @ 7.25
Muriate potash, 80 p. c., ex-store.....	1.95 @ 2.05
Muriate potash, 80 p. c., future shipment.....	1.90 @ 2.00
Double sulphate salt (46% S. P. C., less than 2 1/2 p. c. chloride), to arrive per lb. basis 45 p. c.....	1.16 1/4 @ 1.30 1/4
Sulphate potash, to arrive (basis 90 p. c.).....	2.18 1/4 @ 2.37 1/4
Sylvinit, 24 to 35 p. c., per unit, S. P. C.....	.30 @ .40

LIVE STOCK REVIEWS

CHICAGO

(Special Letter to The National Provisioner from the Bowles Livestock Commission Co.)

Union Stock Yards, Chicago, Feb. 28.

CATTLE.—Receipts of cattle first three days this week, 50,549, against 54,413 same period last week. Daily offerings were: Monday, 26,423; Tuesday, 5,126; Wednesday (estimated), 19,000. Shipments thus far this week, 18,000; no change from last week. The quality of offerings this week shows an improvement, and under the moderate receipts prices are 10@15c. higher than the close of last week. The market opened stronger to-day, and tops reached \$6.40 for two loads of Nebraska fed Colorado Herefords averaging 1,588 lbs. Two loads of choice 1,629-lb. Herefords brought \$6.35, and one load of Kansas steers, averaging 1,612 lbs. brought \$6.30. Several lots of prime cattle sold at \$5.90@6.25, the bulk of the choice grades, \$5.50@5.80. Local killers and shippers bought largely at \$4.85@5.40. Plain warmed-up cattle, \$4.25@4.65; inferior little killers down to \$3.80. A load of 991-lb. yearlings sold at \$5.50. Good butcher stock is scarce and in demand at strong prices. Medium to good beef cows, \$3.25@3.75; common to fair, \$2.80@3.20; choice fat cows, \$3.80@4.60; choice heifers, \$3.75@4.50; fancy up to \$5.15; inferior to fair, \$2.50@3; bulls largely \$3@4; canners and cutters, \$1.50@2.75; stockers and feeders in good demand from Ohio, Indiana and Illinois buyers; choice heavy feeders quotable up to \$4.75, but only a few sales noted upwards of \$4.50. Sales largely from \$4.10@4.40; good to choice stockers, \$3.70@4.40; stock heifers, \$2.75@3.25; veal calves largely \$6.25@6.75; a few tops, \$7.50; heavy, largely \$3.25@4; milkers and springers, \$25@50. Muddy feed lots are the rule, and cattle feeders are disposed to market the remainder of the winter fed cattle very soon.

HOGS.—Receipts of hogs for the first three days of this week, 97,256, compared with 116,852 for the same period last week, showing a decrease of 19,596. Monday's receipts were estimated early at 60,000; the official count, however, showed only 55,256. There was a holdover stock, however, of over 7,000, which made over 62,000 on sale. The market was somewhat demoralized with prices 10@15c. lower. Tuesday's receipts about 16,000, which were 10,000 and 15,000 less than the trade expected. The market was active, with prices 10c. higher. To-day's (Wednesday) receipts were estimated at 25,000, which were considered very light. The demand was good from all sources, and another advance of 10c. per cwt. was scored, tops to-day selling at \$6.42½, the highest of the season, with the bulk of the hogs selling at \$6.35@6.40. It is thought that the bad condition of country roads is the principal cause of the light receipts to-day. If this is true it will probably hold the hogs back for several days to come, and although prices are very high it is not improbable that they will go still higher. The quality of the receipts is exceptionally good, and the general health of the hogs being received here is first class. We quote to-day's prices as follows: Good to best medium and heavy weight shippers, \$6.35@6.42½; good to best heavy packers, \$6.25@6.35; mixed grades, \$6.30@6.40; selected light hogs, \$6.30@6.35; pigs, \$5.75@6.25.

SHEEP.—This week's supply of sheep and lambs, consisting of 40,000 Monday, 8,000 Tuesday and 22,000 to-day, has shown slight increase in percentage of aged sheep and less yearlings and lambs. So far this week steady to shade stronger prices prevail on both sheep and yearlings, and the choice to prime lambs, while half fat and medium butcher lambs, have moved slowly and 10@15c. lower.

Export wethers, \$5.90@6.25; good to choice butcher weights, \$5.60@6; export yearlings, \$6.10@6.25; good to choice 90@95-lb. yearlings, \$6@6.20; plain heavy yearlings, \$5.50@5.85; export ewes, \$5.50@5.85; choice to extra mutton ewes, \$5.15@5.75; good to choice mutton ewes, \$4.75@5.25; feeding wethers, \$5@5.35; choice to prime lambs, \$6.75@7; medium to good, \$6.50@6.75; feeding lambs, \$6.25@6.40. Active trade to-day and market closed strong.

KANSAS CITY

(Special Wire to The National Provisioner.)

Union Stock Yards, Kansas City, March 2.

CATTLE.—Receipts this week, 40,800; last week, 43,400; same week last year, 27,300. Smaller receipts Monday and Tuesday advanced beef steer prices 10@15c., but the heavy proportion of that class since has wiped out the gain, and the close is a shade lower than a week ago. Cows and butcher stuff are 5@15c. higher than a week ago; the same conditions ruled in the quarantine division. Top native beef steers, \$5.75; bulk, \$4.75@5.40; best heifers, \$5; top cows, \$4.40; bulk of the stuff, \$3.25@4.25; bulls, \$3@3.80; quarantine steers, top, \$5.25; bulk, \$4.15@4.70. Veals, 50c.@\$1 lower; best new bring \$6.75. Stockers and feeders are scarce and 10@20c. higher.

HOGS.—Receipts this week, 53,400; last week, 62,300; same week last year, 45,200. Hog prices fluctuate violently; net result of week's trading loss of 5@10c., including decline of 10c. to-day. Bad country roads have held down receipts; should marketing become liberal, prices will decline. Fewer good weights have been included this week; average weight for February 214, against 203 last February. Top price to-day, \$6.15; bulk of sales, \$6@6.10; light hogs, up to \$6.05; pigs, around \$5.50.

SHEEP.—Receipts this week, 35,400; last week, 42,000; same week last year, 38,400. Both sheep and lambs are strong to 10c. higher this week, and easier to move. Smaller receipts are anticipated and aged sheep especially will be scarce all spring. Prime lambs would make \$6.75; pretty good lambs selling at \$6.25@6.50; yearlings, \$5.75@6; wethers, \$5.60@5.90; ewes, \$4.75@5.35.

HIDES are lower; green salted, 9¼@10¼c.; glue, 6c.; deacons, 6c.; slunks, 30c.; dry flint butcher, 18@20c.; culls, 12c.; tallow, 3¼@4¼c.

Packers' purchases this week:

	Cattle.	Hogs.	Sheep.
Armour	3,894	16,509	7,340
Am. D. B. & P. Co.	339	.....	.....
Cudahy	2,219	7,150	2,211
Fowler	1,469	.....	629
Morris	4,220	10,138	3,349
Kuddy	671	.....	3,042
Schwarzschild	3,840	7,195	4,294
Swift	4,384	14,800	6,870

OMAHA

(Special Letter to The National Provisioner.)

Omaha, Feb. 28.

For the past two weeks the cattle market has been in very satisfactory shape for sellers and if there has been any change in prices it has been in the direction of stronger figures for desirable killing stock of all kinds. Receipts have been tolerably liberal and February figures will probably exceed 80,000 head and thereby establish a new record for that month. The demand, however, appears to be more than keeping pace with the increase in receipts and there has been a good, active movement almost every day. A remarkable feature of the receipts has been the scarcity or rather the absence of strictly choice heavy beefs. Cattle of this kind are quotable at \$5.25@5.60. Good fat 1,200 to 1,400-pound beefs are selling around \$5.00@5.25, with fair 1,100 to 1,300-pound beefs at \$4.60@4.90, and the common to fair warmed up and short fed steers going to both packers and feeder buyers around \$4@4.50 and on down. Cows and

heifers have shown even more strength than beef steers, owing to the comparatively moderate offerings of this class of stock and the active demand from both local and outside buyers. Good to choice fat heifers and cows are bringing \$3.75@4.50 with fair to good butcher and beef grades at \$3.25@3.75, and canners and cutters at \$2.00@3.00. Values in general on both beef steers and cow stuff are right around 50@75c. higher than at this time last year. Business in stockers and feeders continues on an unusually liberal scale for this time of the year. Last week there were some 7,500 head shipped from this market and this number could have been doubled had supplies been available. Mild weather, abundant and cheap feed and good prices for fat cattle have been favoring factors and the tone to the feeder trade has been decidedly healthy and strong for some time past. Feeder buyers are paying as high as \$4.75@5.10 for short fed steers to go back to the feed lots, while good to choice "green" steers are bringing \$4.00@4.50; fair to good grades \$3.50@4.00, and common to fair kinds \$3.00@3.50. Hay fed Western range beefs are selling to both killers and feeder buyers at \$4.25@5.00.

While practically no ground has been gained in hogs there has been no loss of ground and prices are as high as they have been at any time in the past two years. The demand for both the fresh and cured product is of the most vigorous character, and while supplies are becoming more liberal they do not yet come up to the demand and the result is strong and well sustained prices. Buyers are looking a little more closely to quality and weight than they have been of late, showing a preference for the good butcher and heavy loads. Still the range of prices continue narrow and the bulk of the hogs are selling well in line with Eastern markets. To-day there were about 12,500 hogs here and the market was stronger. Tops brought \$6.15 as against \$6.05 a week ago and the bulk of the trading was at \$6.00@6.10, as against \$5.95@6.00 one week ago.

The sheep market received a severe setback last week and there has been no appreciable recovery in the past few days. Supplies have been heavy everywhere and killers have been able to pound out a decline of 25c. on lambs and about half that much on muttons. One great trouble has been the generally inferior character of the offerings. Very few really desirable loads are being marketed, the supplies consisting largely of half fat stuff of which there has been a surfeit all spring. There has been quite a little buying by feeders and at prices well up to what the killers are paying. Lambs are quoted at \$6.40@6.65; yearlings, \$5.60@5.90; wethers, \$5.25@5.60 and ewes, \$4.75@5.25.

ST. JOSEPH

(Special Letter to The National Provisioner.)

South St. Joseph, Mo., Feb. 27.

A weaker tone has been manifest in the beef steer trade this week, despite the reduced marketing at all points. Good, thick, fat steers weighing better than 1,600 pounds sold to-day at \$5.75, but bulk of supplies have been light and medium in weight of fair to good quality that have been selling around \$4.85@5.15, prices that are weak to 10c. lower than the close of last week. Good to choice light and medium weight heifers are 10@15c. lower for the week, but good fat weighty cows and desirable canners and cutters are about steady, and demand has been strong for all classes. Bulls show no change, but veals are off 50c. from the best time of Monday. Stockers and feeders are generally 10@15c. lower on good to choice quality, while the common to fair grades of all weights are 15@20c. lower, and in some cases more. Following are current quotations: Native steers, \$4.00@6.00; Texas and Westerns, \$3.65@5.35; cows and heifers, \$1.65@4.65; bulls and stags, \$1.90@4.60; veals, \$3.00@7.00; yearlings and

THE GEO. F. TAYLOR CO.
Fuller's Earth and Bone Black
 For Filtering Purposes.
 ALSO ALL FERTILIZER CHEMICALS
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 No. 80 Pine St., New York

calves, \$2.65@3.75; stockers and feeders, \$3.10@4.50.

Heavy receipts of hogs at all points yesterday, with bulk of supplies centered in Chicago, caused a sharp decline yesterday, but with reduction in marketing to-day this loss was regained and prices are again back to nearly the extreme high point of the season. Prices to-day ranged from \$5.97½@ \$6.20, with the bulk selling at \$6.05@ \$6.15. The trade does not anticipate any lessening of demand on account of the Lenten season, which commences Thursday, and with moderate marketing, expect values to work still higher. However, the country should bear in mind that packers will take advantage of increased receipts to force values back, and therefore advances should not be followed too closely.

The trade in sheep and lambs this week shows no particular change in sheep, but lambs are generally 10c. lower, and in some cases more. Demand is good but supplies are pretty well within the limit of packers' wants.

NEW YORK LIVESTOCK

WEEKLY RECEIPTS TO FEBRUARY 20, 1906.

	Bees.	Cows.	Calves.	Sheep.	Hogs.
Jersey City	2,179	1	715	10,265	14,681
Sixtieth street	1,341	101	2,881	8,768	—
Fortieth street	—	—	—	—	17,771
Lehigh Valley	5,750	—	—	75	—
Weehawken	1,412	—	—	1,076	—
Scattering	—	64	77	38	3,500
Totals	10,682	166	3,672	20,222	35,952
Totals last week	11,479	122	3,566	22,322	40,024

WEEKLY EXPORTS.

	Live cattle.	Live sheep.	Qrs. of beef.
Schwarzschild & Sulzberger, Ss. Bovie	425	—	—
Schwarzschild & Sulzberger, Ss. Maine	305	—	—
Schwarzschild & Sulzberger, Ss. St. Paul	—	—	1,421
J. Shamburg & Son, Ss. Bovie	425	1,076	—
J. Shamburg & Son, Ss. Maine	365	—	—
J. Shamburg & Son, Ss. Idaho	109	—	—
Morris Beef Co., Ss. Bovie	—	—	3,500
Morris Beef Co., Ss. Majestic	—	—	1,200
Cudahy Packing Co., Ss. Umbria	—	—	1,040
Swift Beef Co., Ss. Bovie	—	—	550
Armour & Co., Ss. St. Paul	50	100	2,400
Total exports	1,730	1,176	10,311
Total exports last week	2,239	1,059	12,565

MEAT AND STOCK EXPORTS

WEEKLY REPORT TO FEBRUARY 20, 1906.

Exports from:	Live cattle.	Live sheep.	Qrs. of beef.
New York	1,730	1,176	12,311
Boston	1,520	—	5,405
Baltimore	1,422	—	—
Philadelphia	556	—	1,259
Portland	1,518	—	—
Newport News	572	—	—
St. John's	1,518	—	—
Destination of exports:			
To London	2,910	—	7,271
To Liverpool	4,953	1,076	14,925
To Hull	109	—	—
To Glasgow	1,000	—	—
To Bermuda and West Indies	50	100	—
Totals to all ports	8,132	1,176	21,966
Totals to all ports last week	13,702	2,541	23,815

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centres for the week ending February 24:

CATTLE.	
Chicago	26,052
Omaha	12,408
Kansas City	23,052
St. Joseph	13,513
Cudahy	509
Sioux City	3,245
Wichita	130
South St. Paul	1,900
Louisville	150
New York and Jersey City	9,118
Fort Worth	6,671
Detroit	1,335
Buffalo	4,100
HOGS.	
Chicago	132,808
Omaha	58,100
Kansas City	98,958
St. Joseph	41,960
Cudahy	6,839

Sioux City	24,487
Ottumwa	11,298
Cedar Rapids	13,441
Wichita	5,902
Bloomington	1,331
South St. Paul	21,827
Indianapolis	18,051
Louisville	2,702
New York and Jersey City	35,952
Fort Worth	18,265
Detroit	3,514
Buffalo	31,060

SHEEP.

Chicago	52,773
Omaha	21,776
Kansas City	33,380
St. Joseph	13,025
Cudahy	515
Sioux City	1,094
Wichita	43
South St. Paul	2,817
New York and Jersey City	19,046
Fort Worth	1,039
Detroit	2,757
Buffalo	44,000

RECEIPTS AT CENTERS

SATURDAY, FEBRUARY 24, 1906.

	Cattle.	Hogs.	Sheep.
Chicago	300	15,000	1,500
Kansas City	200	4,000	400
Omaha	1,050	8,500	5,300

MONDAY, FEBRUARY 26, 1906.

Chicago	24,000	60,000	37,000
Kansas City	10,000	6,000	4,000
Omaha	3,700	6,300	14,700

TUESDAY, FEBRUARY 27.

Chicago	3,500	20,000	12,000
Kansas City	10,000	14,000	8,000
Omaha	8,300	12,000	6,000

WEDNESDAY, FEBRUARY 28, 1906.

Chicago	17,000	25,000	22,000
Kansas City	9,000	11,000	7,000
Omaha	3,700	10,000	6,500

THURSDAY, MARCH 1, 1906.

Chicago	7,500	25,000	17,000
Kansas City	8,000	11,000	6,000
Omaha	4,000	12,000	4,000

FRIDAY, MARCH 2.

Chicago	3,000	35,000	8,000
Kansas City	2,000	7,000	2,000
Omaha	2,000	7,000	2,500

GENERAL MARKETS

LARD IN NEW YORK.

Western steam, \$7.75@7.85; city steam, \$7.50@7.62½; refined, Continent, tes., \$8.10; do., South Africa, tes., \$8.65; do., kegs, \$9.65; compound, \$6@6.12½.

HOG MARKETS, MARCH 2.

CHICAGO.—Receipts, 35,000; 10c. lower; \$5.95@6.30.
KANSAS CITY.—Receipts, 7,000; 5@10c. lower; \$6@6.15.
OMAHA.—Receipts, 9,000; 5@10c. lower; \$5.85@6.07½.
ST. LOUIS.—Lower; \$5.40@6.30.
INDIANAPOLIS.—Receipts, 6,000; lower; \$6.20@6.32½.
EAST BUFFALO.—Receipts, 1,700; active; \$6.50@6.65.
CLEVELAND.—Receipts, 20 cars; easier; \$6.45@6.50.

LIVERPOOL.

(By Cable to The National Provisioner.)

Liverpool, March 2.—Beef, extra India mess, tierces, 77s. 6d.; pork, prime mess, Western, 73s. 9d.; shoulders, 37s. 6d.; hams, short, clear, 47s.; bacon, Cumberland cut, 46s. 6d.; do., short rib, 47s.; do., long clear, 30@35 lbs., 46s.; do., 35@40 lbs., 45s. 6d.; backs, 43s. 6d.; bellies, 46s. 6d. Tallow, 25s. Turpentine, 48s. 3d. Rosin, common, 9s. 10½d. Lard, spot, prime Western, tes., 40s.; do., American refined, 20-lb. pails, 40s. Cheese, white new, 62s. 6d.; do., colored, 64s. 6d. American steam lard (Hamburg), 50 kilos, 38½ marks. Tallow, Australian (London), 28s. 6d. Cottonseed oil, refined (Hull), 18s. 9d. Refined petroleum (London), 61-16d.; linseed (London) (no cable); linseed oil (London), 20s.

OLEO AND NEUTRAL LARD.

During the past week the oleo market has been very quiet and the little business done has been at prices ruling last week. Stocks on both sides of the water are very heavy and this helps to depress the market.

Neutral lard is very quiet, demand very light.

Cottonseed oil very quiet and dull and trading of very light character. Prices are mainly firmly held, although Europe has not yet come into the market, but would do so for important quantities at a slight concession in prices.

FRIDAY'S CLOSINGS.

Provisions.

The Chicago stocks as telegraphed this morning are 13,000 bbls. new pork (12,133 bbls. Feb. 1); 11,000 bbls. old pork (14,982 bbls. Feb. 1); 44,000 tes. contract lard (17,577 tes. Feb. 1); 8,000,000 lbs. ribs (5,870,099 lbs. Feb. 1). The world's supply of lard shows an increase for February of 39,000 tes. The hog receipts for the day at the packing points were fairly large and their prices lower. The products markets were easier with a slow speculation.

Cottonseed Oil.

The total sales yesterday (Thursday) in New York were 500 bbls. May, 32½c.; 800 do., 32½c.; 600 July, 32½c.; 600 do., 33c.; 1,000 September, 33½c.; 1,000 do., 33½c. The market to-day (Friday) showed at the opening another advance, or of ¼@½c., but became slacker. "Call" prices: sales 1,000 bbls. prime yellow, April, 32½c.; 200 May, at 32½c.; 2,000 July, 33½c. "Call" prices: March, at 32@32½c.; April, at 32½@32¾c.; May, at 32½@33c. (afterwards offered at 32¾c.); July, 33@33½c. (afterwards offered at 33½c.); September, 33½@34c. The mills are now much more reserved in offering to sell crude, and have 24c. bid.

Tallow.

Steady at 5c. for city, hhds.; market generally not changed from the features in our weekly review.

Oleo Stearine.

Quiet, at 7½c. asked in New York, and at 7½@7¾c. at the West.

BALTIMORE FERTILIZER MARKET.

(Special Letter to The National Provisioner from Thos. H. White & Co.)

Baltimore, Md., March 1, 1906.

The ammoniate market during February was one of great activity. Beginning with the first few days of the month a strong Southern demand absorbed, at steadily advancing prices, anything in the ammoniate line that was ready for prompt shipment. Producers lost no opportunity to advance prices, and quotations were increased with each sale. At the close the prices of high grade ammoniates show an increase of four to five dollars per ton over quotations of February 1, and even at this the figures are for the most part nominal, as producers claim to be almost entirely sold out. We quote:

Ground tankage, 7 and 20, \$18.75 per ton f. o. b. Chicago; ground tankage, 7½ and 10, \$17.75 per ton f. o. b. Chicago; ground tankage, 11 and 15, \$2.65 and 10 per unit f. o. b. Chicago; ground concentrated tankage, \$2.35 per unit f. o. b. Chicago; hoof meal, \$2.55 per unit f. o. b. Chicago; ground blood, \$2.70@ \$2.75 per unit f. o. b. Chicago.

NITRATE OF SODA.—The market is strong and prices firm. We quote:

Spot, \$2.22½ per 100 lbs.; March-June, \$2.22½ per 100 lbs.; May-December, \$2.22½ per 100 lbs.; July-December, \$2.22½ per 100 lbs.; entire year 1907, \$2.12½ per 100 lbs.; entire year 1908, \$2.05 per 100 lbs.

SULPHATE OF AMMONIA.—February and March, \$3.05 to \$3.07½ c. i. f. Baltimore and New York.

RETAIL SECTION

BUTCHERS AND SHORT WEIGHTS.

Chicago's "reform" administration is now on the trail of the retail butchers. It is not very successful in catching the army of murderers, thieves and hold-ups who infest the city, but it has no trouble in arresting butchers, who always seem to be found at their places of business. The city sealer of weights and measures has secured the conviction of eight or ten of the smaller retailers in poorer sections of the city, who were charged with the "fat trick" and other over-weight or short-weight tricks. The daily press treats the matter as though Chicago butchers as a class were eager to adopt such practices. Meat men as a rule have no sympathy with the shop butcher who gets caught at such tricks.

DAKOTA LAW TO PROTECT MEATS.

North Dakota legislature has enacted the following statute for the protection of fresh meats, etc., while in transit in wagons or otherwise: "Every dealer in slaughtered fresh meats, fish, fowl or game for human food, at wholesale or retail, at any established place or as a peddler, in the transportation of such food from place to place to consumers, shall protect the same from dust, flies or any other vermin or substance that may injuriously affect it, by securely covering it while being so transported. Every violation of the foregoing provision shall be a misdemeanor, punishable by a fine of not less than \$10 or by imprisonment in the county jail for not less than ten days."

LONDON BUTCHERS' HIDE PROFITS.

At its recent annual meeting the London Butchers' Hide and Skin Association declared an annual dividend of 17½ per cent. on its stock. The reserve fund was swelled by the addition of \$2,500, and a cash distribution of about \$9,000 was made among the directors. There was still a balance carried forward in the treasury.

LOCAL AND PERSONAL.

S. Dorland has opened a new butcher shop at Meade, Kas.

C. A. Brown has established a meat market at Sedgwick, Kas.

M. Pilk has opened a new meat market at Bedford, N. Y.

L. Campbell is opening a new butcher shop at Priest River, Ida.

M. Payne & Son have opened a new butcher shop at Clyde, Kas.

Chas. Turner has opened a new meat market at Ottawa, Kas.

S. C. Fulwider has opened a new butcher shop at Brewster, Kas.

John E. Lowe has sold his butcher shop at Erie, Kas., to Sam Eacret.

J. Deaphenbaum has opened a new meat market at Sherwood, Ore.

M. Silva has sold his butcher shop at Minidoka, Ida., to S. H. Chase.

Kinney & O'Neal have engaged in the meat business at Nickerson, Kas.

Wm. Reading has leased his meat market at Logan, Utah, to Rust Bros.

F. W. Smith has sold his butcher shop at Leon, Kan., to J. W. Sweeney.

Jones Bros. have sold their butcher shop at Pawnee, Neb., to L. O. Green.

B. J. Bunnell has sold his meat market at Buffalo, Kas., to T. L. Harris.

W. W. Williams has sold his meat market at Jefferson, Okla., to Silas Beal.

G. F. Fenstermacher has opened a new meat market at East Findlay, O.

P. F. Harper has sold his butcher shop at Kanapolis, Kas., to S. P. Jennings.

G. W. Bruce has purchased the meat business of F. C. Loeber at Dunlap, Ia.

Fred Henry has purchased the meat business of James Hill at Osborn, Kas.

J. B. Vann has sold the Argenta Meat Market at Argenta, Ark., to R. W. Wood.

The Ellensburg Meat Company has been at South Bend, Wash., to Boyd & Co.

Hans Peter has purchased the meat market of Wiese & Schroeder at Dysart, Ia.

A new meat market has been opened at Bethlehem, Pa., by Roth & Company.

Carl Hamsicker's meat market at Massillon, O., was damaged by fire on February 23.

E. L. Larson has purchased the business of the People's Meat Market at Preston, Ida.

Wilsey & Kiger have purchased the meat business of Geo. S. Thompson at Wayland, Mo.

E. M. Casebeer has purchased the meat market of Moore & Wilson at Baileyville, Kas.

Geo. T. Bendwell has purchased the meat and grocery business of J. Burdick at Enid, Okla.

S. R. Greenlee has succeeded to the meat business of Moffett & Greenlee at La Junta, Colo.

Walter Williams has purchased the meat market of Newton Williams at Stittville, N. Y.

G. C. & Wm. Heath have been succeeded in the meat business at Mena, Ark., by Heath & Hamm.

Walters & Wise have succeeded to the meat business of Garton & Walters at Broken Bow, Neb.

C. C. Rosenbaum has sold his meat business at Louisville, Colo., to Robert & Owen Thirlaway.

Goodell & Son have purchased the Crown Meat Market at Topeka, Kas., from F. Lietzower & Co.

The meat market of Adam Lechman at 11 Frederick avenue, Baltimore, Md., was damaged by fire.

Harry Pratt has opened the meat market at Warrensburg, N. Y., formerly occupied by F. F. Stone.

Frank Wiley has purchased the meat market and grocery store of B. H. Younger at Denver, Colo.

P. W. Hammonds has succeeded to the meat business of Testerman & Hammonds at Fairland, I. T.

Talks by the Manager—No. 1

I wish I could meet every butcher that reads this paper face to face and talk to him about **S & S KNIVES**. I know that I could convince him quickly that there is no other knife in the market equal to the S & S brand. But, as I can't meet you personally, I shall have to be content to use this method of getting my message to you.

Every knife manufacturer makes claims for his knife. I do more—I guarantee every blade that is turned out of our factory.

And when I say guarantee I want you to realize what guarantee means. It means that if you buy an **S & S KNIFE**, and use it, and are not satisfied with it, you can get your money back.

It must be a good knife to stand that test, don't you think?

(Signed) THE MANAGER.

NATIONAL CUTLERY CO., Detroit, Mich., U. S. A.

Bogges & Walmsley have succeeded to the meat and grocery business of S. E. Bogges at Wichita, Kas.

W. C. Jackson, a butcher of Cooperstown, N. Y., has made an assignment for the benefit of his creditors.

E. J. Helmbold and Fred Graeber have purchased the meat market of Aug. Helmboldt at Kushville, Neb.

Walker & Lauderdale have succeeded to the meat business of Armstrong & Lauderdale at Cassville, Mo.

The provision store of Danto & Co., at Detroit, Mich., was damaged by fire recently, to the extent of \$6,000.

The meat market of J. V. Carson at Hennessey, Okla., was damaged by fire on February 21. The loss is \$800.

Huddleston & Thorpe have succeeded to the meat and provision business of W. D. Huddleston at Texarkana, Tex.

The meat market of Hans Johnson at Dawson, Minn., was destroyed by fire which swept the business part of the city.

The Niles & Outhank Company of Boston, Mass., has been incorporated with \$2,400 to deal in provisions. President S. N. Niles, Cambridge, Mass.; treasurer, C. H. Outhank, Somerville, Mass.; clerk, J. White, Jr.

The meat market of A. Frick & Sons at 131 Belmont avenue, Newark, N. J., was damaged by fire on February 24, to the extent of \$500.

Herbert Hallenbeck, a meat and grocery dealer at 75 Third avenue, Rensselaer, N. Y., has made a general assignment to James J. Nolan of 13 Pearl street, Albany.

A voluntary petition in bankruptcy has been filed by Meyer Amdoursky, a butcher at 55 Baden street, Rochester, N. Y. His liabilities are given as \$1,200 and assets \$149.

The J. W. Tuttle & Sons Company of Everett, Mass., has been incorporated with \$10,000 capital stock to deal in provisions, etc., by F. B. Catlin, president, C. L. Matthews, treasurer, and Charles L. Matthews, clerk.

The Philadelphia Beef and Provision Company of 314 Market street, Camden, N. J., has been incorporated with \$50,000 capital stock, to deal in meats. George North, Frederick L. Meagher and George H. Kinney are the incorporators.

M. L. Mamman, F. S. Voorhees of Asbury Park, and A. L. Thompson, Long Branch, N. J., have incorporated the M. L. Mamman Company, Asbury Park, N. J., with \$50,000 capital stock to carry on a grocery, butcher and farming business.

The Speckart Company of Provo, Utah, has been incorporated with \$10,000, for the purpose of carrying on a general meat business. The officers are: Phil Speckart, president; Beulah Bachman, vice-president; Lena Bachman, secretary and treasurer.

DIRECT ROUTE TO AUSTRALIA.

As an experiment a direct line of steamers has been established between Australia and the port of Boston, Mass. If this line proves successful it will constitute an important development in trade relations between Australia and America and will make it possible for travelers from the United States to visit the "fifth continent" with a much greater degree of comfort.—Four-Track News.

THE VALUE OF MEAT ADVERTISING.

A meat provision retailer who believes in advertising to stimulate his local trade has written an account of his experience with a year's advertising campaign, in which he gives details of his methods, etc. He says:

"When I was approached on the newspaper advertising subject a year ago—although a firm believer in the institution—I had but little faith in its value to me. I contended that the lack of possibilities for bargain giving in my line—meats and provisions—would make my offerings unattractive in comparison with the continuous price cutting harangue of department stores. Newspaper solicitors showed me no reason why I should advertise except the names of a couple of competitors in forty line spaces followed by texts such as "high grade meats and provisions"—"call and inspect our goods," etc., or something after the fashion of these old time methods.

Their continuous talk on the matter, however, aroused my interest, so I sought out the advice of an advertisement writer who was handling the accounts of dealers in other lines successfully, and the outcome was highly satisfactory.

"I started with an appropriation of about \$50 per month at first, to be used in the leading daily in from 240 to 300 lines spaces appearing Fridays, announcing a slight reduction on some one line for Saturday; talking up the excellent quality of my meats and provisions, the large supply on hand, and helping the whole thing along with profusely dressed windows for Friday evening and Saturday, adequately substantiating the claim embodied in the newspaper announcements.

"Friday evenings, although the doors were closed, the windows were electrically illuminated, and this had a most satisfactory effect from the outset, by causing the passing throng to stop and comment upon the tempting display of good things. Saturday sales jumped from the first and by backing up the talks with really high grade goods the store has acquired the name for first-class entables which is infinitely valuable. While my Saturday sales are always the heaviest on the featured lines I do not find customers looking for the cheapest goods—but willing to pay the price and buy in larger quantities, because I think they feel confident of being satisfied.

"I had occasion to find the real value of these Friday ads during the summer months when I concluded that, on account of the great number of closed town houses, the newspaper advertising could be dispensed with for a few weeks judiciously. Three weeks of no advertising had a deplorable effect upon business generally. I went at it again with the same result as before: growing sales and new patrons all the time. Since I commenced advertising my receipts have grown \$2,000 per month, which is pretty good, on an investment of at present—about \$75.

"Another surprising fact revealed itself since my little campaign has been in force. Patrons, who for unknown reasons had ceased to deal with me (as is the case with all businesses) have returned one by one with the growing Saturday crowd, and at the present time I am enjoying the accumulative effects of the whole year's advertising."

A penny a day is all you pay to run our little motor
10,000 SOLD IN 3 MONTHS

Divine's Faucet Water Motor

Can be used by Butchers, Jewelers, Plumbers, Grocery Dealers, Caterers, Mechanics, Trades-

men, Housewives and many others. Most useful article in the world. Write for particulars.

PRICE COMPLETE, including faucet connection, buffing, pulley and emery wheels, polishing composition, etc.

\$5.00

DIVINE WATER MOTOR CO.,
296 BROADWAY, N. Y.

CANNOT SELL FOREIGN GAME.

Game and poultry dealers were upset again this week by another of the conflicting decisions of the New York courts. The Court of Appeals on Tuesday handed down its decision in the famous foreign game case in which A. Silz, the big New York merchant, is interested, and which he has fought so hard. The highest court decides that dealers cannot store or sell foreign game out of season, and if adhered to will put a stop to that branch of the trade effectually.

The decision is a reversal of the ruling of the appellate division, which itself reversed the supreme court. The ruling was in the case of John Hill of Clarendon Hall, to get an interpretation of the law. Mr. Silz, who was behind the suit, claimed he could import game from foreign countries and sell it out of season as the State law took account only of domestic game. The supreme court ruled against him. He appealed and got a reversal of the decision, and now the Court of Appeals upsets the ruling and shuts out the foreign game. There is a bill before the Assembly, however, permitting the storage and sale of game from foreign countries, and it is expected that an effort will now be made to put this bill through. It is also announced that Mr. Silz will carry his case to the United States Supreme Court.

MORE PACKING PLANTS.

"Accessions to the ranks of independent packers at interior points are promised and lively competition for the hog crop to be marketed next winter is a certainty. Iowa and Illinois contain most of the independent plants now in operation," says the Breeder's Gazette, "but Minnesota, South Dakota and Nebraska are getting into the swim. Several new houses have been determined on and others are in the projection stage. Small capitalists are realizing that everybody in the business of cutting up hogs is making money and are clamoring for a slice of it. Interior packers have killed more hogs this winter than ever before, and if their output is doubled next year no surprise will be heard. It will insure active competition on the crop early in the fall if not a scramble to get possession of it."

Dispose of your old equipment at a good price through the "For Sale" department on page 48.

